

Question No: 1 (Marks: 1) - Please choose one

Individuals who help the entrepreneur in business activities are called:

- ▶ Role models
- ▶ Moral support networks
- ▶ **Professional support networks**
- ▶ Business support networks

Ref: **Professional-support network**

Individuals who help the entrepreneur in business activities (**Handouts Page No. 25**)

Question No: 2 (Marks: 1) - Please choose one

Which one of the following is not the intrapreneurial leadership characteristic?

- ▶ Understands environment
- ▶ Encourage the team work
- ▶ **Not flexible**
- ▶ Persistent

Question No: 3 (Marks: 1) - Please choose one

Which of the following businesses women entrepreneurs prefer to start?

- ▶ Manufacturing
- ▶ Construction
- ▶ **Educational services**
- ▶ High-technology fields

Question No: 4 (Marks: 1) - Please choose one

Which of the following is **NOT** included in the opportunity evaluation process?

- ▶ Length of the opportunity
- ▶ Real and perceived value of opportunity
- ▶ **Goals and objectives of customers**
- ▶ Risks and rewards of opportunity

Question No: 5 (Marks: 1) - Please choose one

Which of the following is NOT a guiding principle in a traditional corporate culture?

- ▶ Follow given instructions
- ▶ **Take responsibility and ownership**
- ▶ Do not take initiative
- ▶ Do not make mistakes

Note: Solve these papers by yourself

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Question No: 6 (Marks: 1) - Please choose one

Which of the following best defines “horizontal merger”?

► **It refers to combining at least two firms doing similar businesses at the same market level**

- It refers to forming a third company by combining two companies
- It refers to having more than 50 percent ownership position
- It refers to combining at least two firms at different market levels

Question No: 7 (Marks: 1) - Please choose one

Identify the statement which best defines “checklist method”

► **It refers to developing a new idea through a list of related issues**

- It refers to a group method for obtaining new ideas focusing on the negative
- It refers to a method for individuals to solve problems through one of four mechanisms
- It refers to a method for developing new ideas when the individuals are unaware of the problem

Question No: 8 (Marks: 1) - Please choose one

Which one of the following can be registered under design patent?

- New product
- Original product
- Ornamental
- **All of the given options**

Question No: 9 (Marks: 1) - Please choose one

Which of the following is a second step in the entrepreneurial process?

- **Developing successful business ideas**
- Deciding to become an entrepreneur
- Growing the entrepreneuria firm
- Moving from an idea to an entrepreneurial firm

Question No: 10 (Marks: 1) - Please choose one

Which one of the following is true regarding female entrepreneurs?

- currently the number of companies owned by female entrepreneurs exceeds those owned by their male counterparts
- Women-owned businesses grow thrice that national rate for all private companies
- 53 percent of all private companies are women-owned businesses
- **One-third of women-owned businesses are connected with health care and social services**

Question No: 12 (Marks: 1) - Please choose one

Identify the type of innovation which refers to new products with significant technological advancement.

Note: Solve these papers by yourself

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- ▶ Ordinary innovation
- ▶ **Technological innovation**
- ▶ Breakthrough innovation
- ▶ Technical innovation

Ref: Technological innovations refer to new products with significant technological advancements. (Handouts Page No. 08)

Question No: 13 (Marks: 1) - Please choose one

“Management of enterprise” is an important aspect of entrepreneurial process. Which involves all of the following EXCEPT:

- ▶ Implementation of management style
- ▶ Determination of key variables for success
- ▶ Implementation of control system
- ▶ **Creation of opportunity**

Question No: 14 (Marks: 1) - Please choose one

Which of the following is NOT a goal of an intrapreneurial culture?

- ▶ To take responsibility and ownership
- ▶ To be rewarded for actions taken
- ▶ To develop visions, goals, and action plans
- ▶ **To follow given instructions**

Question No: 15 (Marks: 1) - Please choose one

Which one of the following is the next stage to the Concept Stage of Product Planning and Development Process?

- ▶ Idea Stage
- ▶ Product Planning Stage
- ▶ **Product Development Stage**
- ▶ Test Marketing Stage

Question No: 16 (Marks: 1) - Please choose one

Which one of the following may need the business plan?

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- ▶ Employees
- ▶ Investors
- ▶ Advisors
- ▶ **All of the given options**

Question No: 17 (Marks: 1) - Please choose one

Which of the following refers to new products with some technological change?

- ▶ Ordinary innovation
- ▶ Technological innovation
- ▶ **Breakthrough innovation**

Note: Solve these papers by yourself

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- ▶ Technical innovation

Question No: 18 (Marks: 1) - Please choose one

Identify the statement which best defines “reverse brainstorming”.

- ▶ It refers to groups of individuals providing in a structured format
- ▶ **It refers to a group method for obtaining new ideas focusing on the negative**
- ▶ It refers to a method for individuals to solve problems through one of four mechanisms
- ▶ It refers to a method for developing new ideas when the individuals are unaware of the problem

Question No: 19 (Marks: 1) - Please choose one

Which one of the following is a method for obtaining new ideas and solutions by focusing on problems?

- ▶ **Problem inventory analysis**
- ▶ Gordon method
- ▶ Checklist method
- ▶ Scientific method

Question No: 20 (Marks: 1) - Please choose one

Which one of the following is the main problem for the entrepreneur in the beginning stages of creating a new venture?

- ▶ Lack of experience
- ▶ **Limited resources**
- ▶ Lack of education
- ▶ None of the given options

Question No: 21 (Marks: 1) - Please choose one

Which one of the following is NOT an environmental factor?

- ▶ Economy
- ▶ Culture
- ▶ Technology
- ▶ **Competition**

Question No: 22 (Marks: 1) - Please choose one

An ice cream producing company merges with a cotton spinning company this merger is an example of:

- ▶ **Diversified activity merger**
- ▶ Product extension merger
- ▶ Market extension merger
- ▶ Vertical merger

Question No: 23 (Marks: 1) - Please choose one

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In which of the following entrepreneur was known as an innovator?

- ▶ Earliest period
- ▶ Middle ages
- ▶ 17th century
- ▶ 20th century

Question No: 24 (Marks: 1) - Please choose one

Which of the following areas are preferred by women entrepreneurs?

- ▶ Administration
- ▶ Utilities
- ▶ Manufacturing
- ▶ None of the above

Question No: 25 (Marks: 1) - Please choose one

Which one of the following is the most important characteristic of a successful business website?

- ▶ Speed
- ▶ Innovation
- ▶ Graphics
- ▶ Products

Question No: 26 (Marks: 1) - Please choose one

Which of the following is TRUE for Disclosure Document?

- ▶ It gives recognition that he was the inventor of the idea in past
- ▶ It gives recognition that he is the first the inventor of the idea
- ▶ It gives recognition that he will be the invent an idea in future
- ▶ It gives recognition that he wants to copy the idea

Question No: 27 (Marks: 1) - Please choose one

Which of the following best defines “vertical merger”?

- ▶ It refers to combing at least two firms doing similar businesses at the same market level
- ▶ It refers to forming a third company by combining two companies
- ▶ It refers to having more than 50 percent ownership position
- ▶ It refers to combining at least two firms at different market levels

Question No: 28 (Marks: 1) - Please choose one

Which of the following plan describes market conditions and strategy related to products?

- ▶ Production plan
- ▶ Operational plan
- ▶ Financial plan
- ▶ Marketing plan

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Question No: 29 (Marks: 3) - Please choose one

What do you understand by Gordon Method? How is it used for creating problem solving?

Question No: 30 (Marks: 3) - Please choose one

Define Business Plan? Why it's necessary to write the business plan?

Question No: 31 (Marks: 5) - Please choose one

Briefly describe the types of exchange system? Evaluation of the barter system at international level.

Question No: 32 (Marks: 5) - Please choose one

Describe criteria to evaluate the new idea?

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