

**MGT602 – Entrepreneurship  
Online Quizzes mega file  
Solved By Afaaq  
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**Asslam O Alikum**

**MGT602 – Entrepreneurship Online Quizzes mega files Solved by  
Afaaq**

**Remember Me In Your Prayers**

**Best regard's**

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**0346-5329264**

**If u like me than raise your hand with me**

**If not then raise ur standard**

**That's about me ... !**

Solved By Afaaq( Start time: 01:59:20 PM ) Total Marks: 1

GATT is established in 1947, under:

Select correct option:

Japan leadership

China leadership

**U.S. leadership**

U.K. leadership

Solved By Afaaq( Start time: 01:59:53 PM ) Total Marks: 1

Which of the following is not a form of cash flow financing?

Select correct option:

Line of credit

**Inventory loan**

Character loan

Installment loan

Solved By Afaaq( Start time: 02:00:16 PM ) Total Marks: 1

Developing a new idea through inquiry and testing is called:

Select correct option:

Heuristics

Forced relationship

**Scientific method**

Value analysis

Solved By Afaaq( Start time: 02:00:36 PM ) Total Marks: 1

Health insurance premium is less expensive if there is:

Solved By Afaaq( Start time: 02:00:51 PM ) Total Marks: 1

Which one of the following makes formation of new ventures within a corporate structure difficult?

Select correct option:

One insured participants

Ten participants

**Large group of participants**

Very small group of participants

Solved By Afaaq( Start time: 02:01:26 PM ) Total Marks: 1

The entrepreneur was distinguished from capital provider in:

Select correct option:

**18th century**

17th century

19th and 20th century

Middle ages

Solved By Afaaq( Start time: 02:01:41 PM ) Total Marks: 1

In an international perspective, which of the following decisions are NOT covered under strategic planning of an entrepreneur?

Select correct option:

**What are unique characteristics of each market?**

Who should be involved in marketing decisions?

What customer benefits are provided by the product?

What are the company's major strengths and weaknesses?

Solved By Afaaq( Start time: 02:02:04 PM ) Total Marks: 1

The decision to start a new business is taken when one perceives that forming a new business is:

Select correct option:

Possible

Desirable

Accurate

**Both a and b**

Solved By Afaaq( Start time: 02:02:21 PM ) Total Marks: 1

Selling goods to another country by taking care of transactions is called:

Select correct option:

Indirect exporting

**Direct exporting**

Importing

Management contract

Solved By Afaaq( Start time: 02:02:39 PM ) Total Marks: 1

Which of the following is NOT followed in brainstorming?

Select correct option:

**Criticism is done by the group members**

The wilder idea is better

Quantity of ideas is required

The session should be fun, with no one dominating the discussion

Solved By Afaaq( Start time: 02:02:56 PM ) Total Marks: 1

Lenders are primarily interested in the:

Select correct option:

**An appraisal of the entrepreneur's present resources**

An assessment of economic conditions of the country

A scanning of friends and family for funds

A survey of banks and other financial institutions in the area

Solved By Afaaq( Start time: 02:03:14 PM ) Total Marks: 1

For the success of business plan the goals should be

Select correct option:

Limitless

Generalized

**Specific**

Imaginary

Solved By Afaaq( Start time: 02:03:28 PM ) Total Marks: 1

Which one of the following system is necessary for expansion and elimination of intrapreneurial units?

Select correct option:

Management

**Evaluation**

Reward

Training

Solved By Afaaq( Start time: 02:03:46 PM ) Total Marks: 1

Which one of the following is NOT an external factor?

New regulations

Competition

Social changes

**Manufacturing**

Solved By Afaaq( Start time: 02:04:20 PM ) Total Marks: 1

Which statement of the following relates with the ultimate goal of Business

Select correct option:

Profit Statement

Goal Statement

**Mission Statement**

Vision Statement

Solved By Afaaq( Start time: 02:06:25 PM ) Total Marks: 1

An ice cream producing company merges with a cotton spinning company this merger is

an example of:

Select correct option:

**Diversified activity merger**

Product extension merger

Market extension merger

Vertical merger

Solved By Afaaq( Start time: 02:06:49 PM ) Total Marks: 1

Andrew Carnegie is an example of entrepreneur of which century:

Select correct option:

Earliest period

**19th and 20th century**

Middle ages

17th century

Solved By Afaaq( Start time: 02:07:06 PM ) Total Marks: 1

The decision to start a new business is taken when one perceives that forming a new business is:

Select correct option:

Possible

Desirable

Accurate

**Both a and b**

Solved By Afaaq( Start time: 02:07:28 PM ) Total Marks: 1

The assessment of the needed resources by the entrepreneur starts with:

Select correct option:

**An appraisal of the entrepreneur's present resources**

An assessment of economic conditions of the country

A scanning of friends and family for funds

A survey of banks and other financial institutions in the area

Solved By Afaaq( Start time: 02:07:52 PM ) Total Marks: 1

Banks are usually reluctant to give loan to the

Select correct option:

Private Limited Companies

Partnership firm

Public Limited Companies

**Sole Proprietor**

Solved By Afaaq( Start time: 02:08:09 PM ) Total Marks: 1

Licensing is a significant marketing strategy to:

Select correct option:

Use intellectual property of others

Pirate others' patents

**Grow the business in new markets**

Control the costs

Solved By Afaaq( Start time: 02:08:24 PM ) Total Marks: 1

Which one of the following is a sound strategic option for an entrepreneur when synergy is present?

Select correct option:

## **Merger**

Joint venture

Minority interest

Majority interest

Solved By Afaaq( Start time: 02:08:43 PM ) Total Marks: 1

All of the following are the broad categories of External forces EXCEPT:

Select correct option:

Economic forces

**Socioeconomic forces**

Technological forces

Competitive forces

Solved By Afaaq( Start time: 02:09:13 PM ) Total Marks: 1

A patent is granted for a specified amount of time because of the assumption:

Select correct option:

That during this time firm will cover its development costs

**That firm will earn a sufficient profit during this period**

To limit the monopoly of the firm

That it will stimulate idea and development of a better product

Solved By Afaaq( Start time: 02:09:27 PM ) Total Marks: 1

Which one the following is the uncontrollable factor in international trade?

Select correct option:

Economic

Cultural

Technological

**All of the given options**

Solved By Afaaq( Start time: 02:09:42 PM ) Total Marks: 1

Which of the following statements about the intreprenurial climate is (are) true?

Trial and error are discouraged.

**Resources of the firm need to be available and easily accessible**

A multidisciplinary approach is discouraged.

Failures are not allowed

Solved By Afaaq( Start time: 02:10:02 PM ) Total Marks: 1

The person with capital was differentiated from the one who needed the capital in the:

Select correct option:

Middle ages

17th century

**18th century**

20th century

Solved By Afaaq( Start time: 02:10:16 PM ) Total Marks: 1

The product life cycle starts with which stage of product planning and development process?

Select correct option:

Test marketing stage

Product development stage

Commercialization stage

**Product planning and development process is a part of product life cycle**

Solved By Afaaq( Start time: 02:10:35 PM ) Total Marks: 1

All of the following are essential to maintain secrecy EXCEPT:

Solved By Afaaq( Start time: 02:10:48 PM ) Total Marks: 1

Which of the following has not yet been empirically established as a distinguishing characteristic of entrepreneurs?

Select correct option:

Train employees to refer sensitive questions to one person

**Discuss business in public places**

Provide escorts for all office visitors

Use simple security such as locked file cabinets

Solved By Afaaq( Start time: 02:13:43 PM ) Total Marks: 1

Which of the following is used by entrepreneurs to acquire experience in an international market before making a major commitment?

Select correct option:

Merger

Joint venture

**Minority interest**

Majority interest

Solved By Afaaq( Start time: 02:14:04 PM ) Total Marks: 1

Which one of the following is important for international business to avoid trade barriers?

Select correct option:

Protectionist attitude

**Entrepreneurial partnering**

Free trade areas

None of the given options

Solved By Afaaq( Start time: 02:14:18 PM ) Total Marks: 1

A typical inventor is usually \_\_\_\_\_.

Select correct option:

**Highly creative & in love with the invention**

Does not encourage change

Willing to modify the invention in order to augment commercial benefit

None of the given options

Solved By Afaaq( Start time: 02:14:42 PM ) Total Marks: 1

A Focus Group mainly consists of a sample of

Select correct option:

8-10 People

**10-12 People**

12-14 People

14-16 People

Solved By Afaaq( Start time: 02:15:04 PM ) Total Marks: 1

The \_\_\_\_\_ plan shows whether the business plan is economically feasible or not.

Select correct option:

**Financial**

Business

Economic

Marketing

Solved By Afaaq( Start time: 02:15:22 PM ) Total Marks: 1

Which one of the following is the fourth step in the entrepreneurial process?

Select correct option:

Developing successful business ideas

Deciding to become an entrepreneur

**Growing the entrepreneurial firm**

Moving from an idea to an entrepreneurial firm

Solved By Afaaq( Start time: 02:15:38 PM ) Total Marks: 1

Which of the following is the most important for the entrepreneur, while starting a new venture, to make an assessment of?

Select correct option:

**Risk**

Profit

Market

Competitors

Solved By Afaaq( Start time: 02:15:54 PM ) Total Marks: 1

The longest lasting trade agreement with the objective of liberalizing trade by eliminating or reducing tariffs, subsidies and quotas is:

Select correct option:

Free trade area – FTA

European community – EC

**General agreement on tariffs and trade – GATT**

The North American free trade agreement – NAFTA

Solved By Afaaq( Start time: 02:16:11 PM ) Total Marks: 1

Which one of the Following is the way by which an entrepreneur can enter into international business?

Select correct option:

Export

Non equity arrangements

Direct foreign investment

**All of the given options**

Solved By Afaaq( Start time: 02:16:32 PM ) Total Marks: 1

The evaluation criteria for the new product should include all of the following, EXCEPT:

Select correct option:

Determination of market demand

**Determination of the suppliers**

Pricing and marketing policies of other competing firms

Product should be profitable

Solved By Afaaq( Start time: 02:16:46 PM ) Total Marks: 1

Following are the important aspects of international success EXCEPT:

Select correct option:

Planning

**Diversification**

Reporting

Control

Solved By Afaaq( Start time: 02:17:01 PM ) Total Marks: 1

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

Select correct option:

Idea Stage

Product Planning Stage

**Product Development Stage**

Test Marketing Stage

Solved By Afaaq( Start time: 02:17:16 PM ) Total Marks: 1

\_\_\_\_\_ distribute profits to owners through dividends

Select correct option:

Sole Proprietor

General Partnership

Limited Partnership

**Corporation**

Solved By Afaaq( Start time: 02:17:33 PM ) Total Marks: 1

A patent is granted for a specified amount of time because of the assumption:

Select correct option:

That during this time firm will cover its development costs

**That firm will earn a sufficient profit during this period**

To limit the monopoly of the firm

That it will stimulate idea and development of a better product

Solved By Afaaq( Start time: 02:17:50 PM ) Total Marks: 1

Good entrepreneurs are usually from families which are:

Select correct option:

Landlords

Capitalists

**Can be from any family with supportive parents**

Conservative parents

Solved By Afaaq( Start time: 02:34:50 PM ) Total Marks: 1

Which of the following is NOT followed in brainstorming?

Select correct option:

**Criticism is done by the group members**

The wilder idea is better

Quantity of ideas is required

The session should be fun, with no one dominating the discussion

Solved By Afaaq( Start time: 02:35:05 PM ) Total Marks: 1

Which of the following is independently owned and operated and not dominant in its field of operation?

Select correct option:

Diversified Organization

International Business

**Small Business**

Entrepreneurship

Solved By Afaaq( Start time: 02:35:19 PM ) Total Marks: 1

The business plan should be prepared by:

Select correct option:



## **Entrepreneurs**

Consultants

Engineers

Small business administration services

Solved By Afaaq( Start time: 02:35:46 PM ) Total Marks: 1

The resistance of employees in an organization against flexibility, growth, and diversification can be overcome by developing:

Select correct option:

Entrepreneurship

**Intrapreneurship**

Managerial domain

Administrative domain

Solved By Afaaq( Start time: 02:36:06 PM ) Total Marks: 1

In terms of chronological age, most entrepreneurs initiate their entrepreneurial career between ages of:

Select correct option:

15 and 22

**22 and 45**

45 and 57

57 and 63

Solved By Afaaq( Start time: 02:36:26 PM ) Total Marks: 1

The entrepreneur was distinguished from capital provider in:

Select correct option:

**18th century**

17th century

19th and 20th century

Middle ages

Solved By Afaaq( Start time: 02:36:51 PM ) Total Marks: 1

Which of the following contains all backup material that is not included in the text of business plan?

Select correct option:

History of entrepreneur

Financial plan

**Appendix**

Bibliography

Solved By Afaaq( Start time: 02:37:04 PM ) Total Marks: 1

Which of the following grants the owner protection from anyone else making, using and selling the identified innovation?

Select correct option:

**Utility patent**

Design patent

Plant patent

International patent

Solved By Afaaq( Start time: 02:37:19 PM ) Total Marks: 1

Which one of the following is NOT an internal factor?

Select correct option:

**New technology**

Manufacturing

Marketing

Personnel

Solved By Afaaq( Start time: 02:37:57 PM ) Total Marks: 1

Which of the following shows the example of collateral?

Select correct option:

Real State

Shares

Tangible property

**All of the given options**

Solved By Afaaq( Start time: 02:38:53 PM ) Total Marks: 1

Which one of the following is an important source of idea generation due to their familiarity with the needs of market?

Select correct option:

Existing products and services

**Distribution channels**

Federal government

Consumers

Solved By Afaaq( Start time: 02:39:06 PM ) Total Marks: 1

There is evidence that an entrepreneur usually has \_\_\_\_\_ parents.

Select correct option:

**Self employed**

Discouraged

Non supportive

Strict

Solved By Afaaq( Start time: 02:39:21 PM ) Total Marks: 1

Which one of the following best represents the environment of an entrepreneurial oriented organization?

Select correct option:

Corporate culture

**Entrepreneurial culture**

Intrapreneurial culture

Traditional culture

Solved By Afaaq( Start time: 02:40:01 PM ) Total Marks: 1

Which one of the Following is the way by which an entrepreneur can enter into international business?

Select correct option:

Export

Non equity arrangements

Direct foreign investment

**All of the given options**

Solved By Afaaq( Start time: 02:40:20 PM ) Total Marks: 1

Moral support network includes following EXCEPT:

Select correct option:

Spouses

Friends

**Business associates**

Relatives

Solved By Afaaq( Start time: 02:44:36 PM ) Total Marks: 1

Which of the following is the most important for the entrepreneur, while starting a new venture, to make an assessment of?

Select correct option:

**Risk**

Profit

Market

Competitors

Solved By Afaaq( Start time: 02:44:52 PM ) Total Marks: 1

Good entrepreneurs are usually from families which are:

Select correct option:

Landlords

Capitalists

**Can be from any family with supportive parents**

Conservative parents

Solved By Afaaq( Start time: 02:45:13 PM ) Total Marks: 1

There is evidence that an entrepreneur usually has \_\_\_\_\_ parents.

Select correct option:

**Self employed**

Discouraged

Non

Solved By Afaaq( Start time: 02:45:26 PM ) Total Marks: 1

Which of the following is alternatively called corporate venturing?

Select correct option:

Entrepreneurship

**Intrapreneurship**

Act of stating a new venture

Offering new products by an existing company

Solved By Afaaq( Start time: 02:45:40 PM ) Total Marks: 1

Which of the following statements about the intreprenurial climate is (are) true?

Trial and error are discouraged.

**Resources of the firm need to be available and easily accessible**

A multidisciplinary approach is discouraged.

Failures are not allowed

Solved By Afaaq( Start time: 02:46:13 PM ) Total Marks: 1

An entrepreneur doing business within the national border is called:

Select correct option:

International entrepreneurship

Intrapreneurship

**Domestic entrepreneurship**

Imports

Solved By Afaaq( Start time: 02:46:28 PM ) Total Marks: 1

A \_\_\_\_\_ is also essential if a new venture is a manufacturing concern.

Select correct option:

Market analysis

**Operations plan**

Bank loan

Organizational plan

Solved By Afaaq( Start time: 02:46:44 PM ) Total Marks: 1

The creative process for problem solving that involves making the strange familiar in first step and then making the familiar strange through personal, direct or symbolic analogy is called:

Select correct option:

**Synectics**

Gordon method

Checklist method

Scientific method

Solved By Afaaq( Start time: 02:47:39 PM ) Total Marks: 1

The entrepreneur's \_\_\_\_\_ depends on his perception of the opportunity.

Select correct option:

Commitment to opportunity

Commitment of resources

Control of resources

**Strategic orientation**

Solved By Afaaq( Start time: 02:47:57 PM ) Total Marks: 1

Generally, male entrepreneurs start their first venture in the age of:

Select correct option:

Late 20s

**Early 30s**

Late 30s

Early 40s

Solved By Afaaq( Start time: 02:48:27 PM ) Total Marks: 1

Which of the following is NOT essential part of the contract?

Select correct option:

All the parties involved should be named

Transaction should be described in detail

Obtain signatures of the persons involved

**Place where contract takes place**

Solved By Afaaq( Start time: 02:48:46 PM ) Total Marks: 1

Following are the types of foreign direct investment EXCEPT:

Select correct option:

Joint venture

**Management contracts**

Minority interest

Merger

Solved By Afaaq( Start time: 02:49:04 PM ) Total Marks: 1

Banks are usually reluctant to give loan to the

Select correct option:

Private Limited Companies

Partnership firm

Public Limited Companies

**Sole Proprietor**

Solved By Afaaq( Start time: 02:49:25 PM ) Total Marks: 1

In USA Public Limited Companies may have \_\_\_\_\_ Director/s

1

2

3

4

Solved By Afaaq( Start time: 02:50:12 PM ) Total Marks: 1

Investors usually prefers the income statement which projects the sales volume of

Select correct option:

1234

Solved By Afaaq( Start time: 02:57:18 PM ) Total Marks: 1

In a \_\_\_\_\_, bonds can be used to raise capital.

Select correct option:

Sole Proprietor

General Partnership

**Corporation**

Limited Partnership

Solved By Afaaq( Start time: 02:57:53 PM ) Total Marks: 1

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

Select correct option:

Idea Stage

Product Planning Stage

**Product Development Stage**

Test Marketing Stage

Solved By Afaaq( Start time: 02:58:10 PM ) Total Marks: 1

Which of the following grants the owner protection from anyone else making, using and selling the identified innovation?

Select correct option:

**Utility patent**

Design patent

Plant patent

International patent

Solved By Afaaq( Start time: 02:58:38 PM ) Total Marks: 1

Which one of the following best represents the environment of an entrepreneurial oriented organization?

Select correct option:

Corporate culture

**Entrepreneurial culture**

Intrapreneurial culture

Traditional culture

Solved By Afaaq( Start time: 02:59:00 PM ) Total Marks: 1

Which one of the following is NOT a condition of a contract?

Select correct option:

An offer is made

An acceptance of offer

**Contract must be illegal**

Consideration is given

Solved By Afaaq( Start time: 02:59:24 PM ) Total Marks: 1

Which one of the following culture that has a climate and reward system that favor conservative decision making?

Select correct option:

Entrepreneurial

Intrapreneurial

**Corporate**

None of the given options

Solved By Afaaq( Start time: 02:59:39 PM ) Total Marks: 1

Entrepreneurial success has been significant because of the culture and the political and economic systems in \_\_\_\_\_.

Select correct option:

European countries

**Asian countries**

Transition economies

Middle East

Solved By Afaaq( Start time: 03:00:21 PM ) Total Marks: 1

Idea of new product is tested in potential consumers to determine consumer acceptance at \_\_\_\_\_ stage.

Select correct option:

**Concept**

Product development

Test marketing

Commercialization

Solved By Afaaq( Start time: 03:01:21 PM ) Total Marks: 1

Which of the following is the best option for starting the business with equity financing?

Select correct option:

Sole Proprietor

**Corporation**

Partnership firm

None of the above

Solved By Afaaq( Start time: 03:02:05 PM ) Total Marks: 1

Which one of the following is NOT included in four C's evaluation by lender?

Select correct option:

Character

Cost

**Continuity**

Contribution

Solved By Afaaq( Start time: 03:02:43 PM ) Total Marks: 1

Andrew Carnegie is an example of entrepreneur of which century:

Select correct option:

Earliest period

**19th and 20th century**

Middle ages

17th century

Solved By Afaaq( Start time: 03:03:18 PM ) Total Marks: 1

External forces directly affect all of the following EXCEPT:

Select correct option:

Market segmentation strategies

Types of products/services offered

**Management structure of organization**

Choice of businesses to acquire or sell

Solved By Afaaq( Start time: 03:03:33 PM ) Total Marks: 1

The \_\_\_\_\_ plan describes how the product will be distributed and priced.

Select correct option:

Financial

Production

Venture

**Marketing**

Solved By Afaaq( Start time: 03:03:46 PM ) Total Marks: 1

The evaluation criteria for the new product should include all of the following, EXCEPT:

Select correct option:

Determination of market demand

**Determination of the suppliers**

Pricing and marketing policies

Product should be profitable

Solved By Afaaq( Start time: 03:04:02 PM ) Total Marks: 1

Which of the following is a more structured method of problem solving, including principles and rules for concept formation, making observations and experiments, and finally validating the hypothesis?

Select correct option:

**Scientific method**

Heuristics

Attribute listing

Value analysis

Solved By Afaaq( Start time: 03:05:50 PM ) Total Marks: 1

Which one of the following gives suggestions for new product but also helps to market new product in the market?

Select correct option:

Existing products and services

**Distribution channels**

Federal government

Consumers

Solved By Afaaq( Start time: 03:06:07 PM ) Total Marks: 1

Which of the following grants the owner protection from anyone else making, using and selling the identified innovation?

Select correct option:

**Utility patent**

Design patent

Plant patent

International patent

Solved By Afaaq( Start time: 03:06:19 PM ) Total Marks: 1

Which of the following is used by entrepreneurs to acquire experience in an international market before making a major commitment?

Select correct option:

Merger

Joint venture

**Minority interest**

Majority interest

Solved By Afaaq( Start time: 03:06:35 PM ) Total Marks: 1

A contract must be signed by:

Select correct option:

At least one party

**Both the parties**

Not necessary

Solved By Afaaq( Start time: 03:06:53 PM ) Total Marks: 1

The startups which rarely go public are called:

Select correct option:

Life style

**Foundation Company**

Small company

High potential venture

Solved By Afaaq( Start time: 03:07:07 PM ) Total Marks: 1

Which of the following receives highest investment?

Select correct option:

**High potential venture**

Foundation firm

Life style

Public company

Solved By Afaaq( Start time: 03:07:19 PM ) Total Marks: 1

Banks are usually reluctant to give loan to the

Select correct option:

Private Limited Companies

Partnership firm

Public Limited Companies

**Sole Proprietor**

Solved By Afaaq( Start time: 03:07:34 PM ) Total Marks: 1

In an international perspective, which of the following decisions are NOT covered under strategic planning of an entrepreneur?

Select correct option:

**What are unique characteristics of each market?**

Who should be involved in marketing decisions?

What customer benefits are provided by the product?



What are the company's major strengths and weaknesses?

Solved By Afaaq( Start time: 03:07:59 PM ) Total Marks: 1

Which of the following has a contradictory relationship with an individual for being an entrepreneur?

Select correct option:

His birth order

Parents' social status

Parents' occupation

**Relationship with parents**

Solved By Afaaq( Start time: 03:08:20 PM ) Total Marks: 1

Idea of new product is tested in potential consumers to determine consumer acceptance at \_\_\_\_\_ stage.

Select correct option:

**Concept**

Product development

Test marketing

Commercialization

Solved By Afaaq( Start time: 03:08:39 PM ) Total Marks: 1

Government can help in forming new venture by providing:

Select correct option:

Finance

Technology

**Infrastructure**

Subsidiaries

Solved By Afaaq( Start time: 03:08:55 PM ) Total Marks: 1

Which of the following factors does not affect a person for being an entrepreneur?

Select correct option:

Work history

**Nationality**

Education

Personal values

Solved By Afaaq( Start time: 03:09:43 PM ) Total Marks: 1

Individuals influencing an entrepreneur's career choice and style are known as:

Select correct option:

**Role model**

Moral-support network

Professional support network

Support system

Solved By Afaaq( Start time: 03:10:00 PM ) Total Marks: 1

Which of the following is independently owned and operated and not dominant in its field of operation?

Select correct option:

Diversified Organization

International Business

**Small Business**

Entrepreneurship

Solved By Afaaq( Start time: 03:10:29 PM ) Total Marks: 1  
External forces directly affect all of the following EXCEPT:  
Select correct option:

Market segmentation strategies  
Types of products/services offered

**Management structure of organization**

Choice of businesses to acquire or sell

Solved By Afaaq( Start time: 03:12:42 PM ) Total Marks: 1

The product life cycle starts with which stage of product planning and development process?

Select correct option:

Test marketing stage  
Product development stage  
Commercialization stage

**Product planning and development process is a part of product life cycle**

Solved By Afaaq( Start time: 03:12:57 PM ) Total Marks: 1

Which of the following is included in the description of the business?

Solved By Afaaq( Start time: 03:13:35 PM ) Total Marks: 1

Select correct option:

Location  
Products offered  
History

**All of the given options**

Idea of new product is tested in potential consumers to determine consumer acceptance at \_\_\_\_\_ stage.

Select correct option:

**Concept**

Product development  
Test marketing  
Commercialization

Solved By Afaaq( Start time: 03:13:51 PM ) Total Marks: 1

Professional support network includes following EXCEPT:

Select correct option:

Personal affiliations  
Mentor  
Trade associations

**Friends**

Solved By Afaaq( Start time: 03:14:06 PM ) Total Marks: 1

The activity which occurs when the new venture is started are called:

Select correct option:

Motivation  
Business skills

**Departure point**

Goal orientation

Solved By Afaaq( Start time: 03:14:23 PM ) Total Marks: 1

Which of the following is another exit to the equity partnership arrangement?

Select correct option:

Impartial partnership

General partnership

**Royalty partnership**

Minor partnership

Solved By Afaaq( Start time: 03:14:43 PM ) Total Marks: 1

In which of the following year implementation of SBA Financial plan took place?

Select correct option:

1971

**1972**

1973

1974

Solved By Afaaq( Start time: 03:15:09 PM ) Total Marks: 1

Front level managers have \_\_\_\_\_ Skill

Select correct option:

Conceptual

**Communicational**

Technical

All of the above

Solved By Afaaq( Start time: 03:15:31 PM ) Total Marks: 1

The Marketing Plan section should focus for the strategies of

Select correct option:

First Year

First two years

**First Three Years**

First four years

Solved By Afaaq( Start time: 03:15:47 PM ) Total Marks: 1

Which one of the following is the process of entrepreneurs developing new products that over time make current products obsolete?

Select correct option:

**Creative destruction**

New business model

Anatomization

None of the given options

Solved By Afaaq( Start time: 03:16:03 PM ) Total Marks: 1

A patent is granted for a specified amount of time because of the assumption:

Select correct option:

That during this time firm will cover its development costs

**That firm will earn a sufficient profit during this period**

To limit the monopoly of the firm

That it will stimulate idea and development of a better product

Solved By Afaaq( Start time: 03:16:24 PM ) Total Marks: 1

Which of the following budget is required for the purchase of new equipment?

Select correct option:

Sales Budget

Operational Budget

**Capital Budget**

Manufacturing Budget

Solved By Afaaq( Start time: 03:16:37 PM ) Total Marks: 1

Which one of the following should consider in economy while conducting environmental analysis?

Select correct option:

GNP

**Disposable income**

Unemployment

Channel of distribution

Solved By Afaaq( Start time: 03:17:07 PM ) Total Marks: 1

Which one of the following system is necessary for expansion and elimination of intrapreneurial units?

Select correct option:

Management

**Evaluation**

Reward

Training

Solved By Afaaq( Start time: 03:17:29 PM ) Total Marks: 1

In Focus group discussion carries in

Select correct option:

Formal Way

**Informal Way**

Both of the above

Problematic Way

Solved By Afaaq( Start time: 03:19:33 PM ) Total Marks: 1

The most important characteristic of a successful business website is::

Select correct option:

**Speed**

Innovation

Graphics

Products

Solved By Afaaq( Start time: 03:19:51 PM ) Total Marks: 1

Developing a new idea through inquiry and testing is called:

Select correct option:

Heuristics

Forced relationship

**Scientific method**

Value analysis

Solved By Afaaq( Start time: 03:20:10 PM ) Total Marks: 1

Which of the following factors does not affect a person for being an entrepreneur?

Select correct option:

Family background

Education

Personal values

**Gender**

Solved By Afaaq( Start time: 03:20:53 PM ) Total Marks: 1

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

Select correct option:

Idea Stage

Product Planning Stage

**Product Development Stage**

Test Marketing Stage

Solved By Afaaq( Start time: 03:21:10 PM ) Total Marks: 1

Which of the following contains large number of new ideas?

Select correct option:

Files of Patent office

Official Gazette

Government patent Board

**All of the given option**

Solved By Afaaq( Start time: 03:21:28 PM ) Total Marks: 1

A contract must be signed by:

Select correct option:

At least one party

**Both the parties**

Not necessary to

Solved By Afaaq( Start time: 03:21:33 PM ) Total Marks: 1

Directors in corporation are elected by the \_\_\_\_\_

Select correct option:

Middle Level Managers

Entrepreneur

**Shareholders**

Low level Managers

Solved By Afaaq( Start time: 03:21:51 PM ) Total Marks: 1

A patent is granted for a specified amount of time because of the assumption:

Select correct option:

That during this time firm will cover its development costs

**That firm will earn a sufficient profit during this period**

To limit the monopoly of the firm

That it will stimulate idea and development of a better product

Solved By Afaaq( Start time: 03:22:06 PM ) Total Marks: 1

The business plan should be prepared by:

Select correct option:

**Entrepreneurs**

Consultants

Engineers

Small business administration services

Solved By Afaaq( Start time: 03:22:17 PM ) Total Marks: 1

A patent is granted for a specified amount of time because of the assumption:

Select correct option:

That during this time firm will cover its development costs

**That firm will earn a sufficient profit during this period**

To limit the monopoly of the firm

That it will stimulate idea and development of a better product

Solved By Afaaq( Start time: 03:22:23 PM ) Total Marks: 1

Which one of the following should NOT include in the introductory page of business plan?

Solved By Afaaq( Start time: 03:23:29 PM ) Total Marks: 1

Which one of the following method shows the term which is related to starting from scratch to a bigger picture?

Upward movement method

Incremental method

Downward movement method

**None of the above options**

Solved By Afaaq( Start time: 03:24:39 PM ) Total Marks: 1

Which one of the following is the main problem for the entrepreneur in the beginning?

Select correct option:

Lack of experience

**Limited resources**

Lack of education

None of the given options

Solved By Afaaq( Start time: 03:24:52 PM ) Total Marks: 1

Which of the following is essential if your business deals with the Paper production?.

Select correct option:

Operational Plan

Bank loan

**Production plan**

Organizational plan

Solved By Afaaq( Start time: 03:25:06 PM ) Total Marks: 1

When the multiplicity of environments become too complex to handle, the international entrepreneurs often \_\_\_\_\_.

Select correct option:

Go for mergers

Diversify

**Decentralize operations**

Sale out the foreign business

Solved By Afaaq( Start time: 03:27:10 PM ) Total Marks: 1

A typical inventor is usually \_\_\_\_\_.

Select correct option:

**Highly creative & in love with the invention**

Does not encourage change

Willing to modify the invention in order to augment commercial benefit

None of the given options

Solved By Afaaq( Start time: 03:27:35 PM ) Total Marks: 1

Entrepreneurial success has been significant because of the culture and the political and economic systems in \_\_\_\_\_.

Select correct option:

European countries

**Asian countries**

Transition economies

Middle East

Solved By Afaaq( Start time: 03:27:52 PM ) Total Marks: 1

Which of the following is the most important for the entrepreneur, while starting a new venture, to make an assessment of?

Select correct option:

**Risk**

Profit

Market

Competitors

Solved By Afaaq( Start time: 03:28:05 PM ) Total Marks: 1

The commitment of administrative domain to the resources is for:

Select correct option:

Periodic intervals

**Total amount needed**

For certain tasks

For long time

Solved By Afaaq( Start time: 03:28:17 PM ) Total Marks: 1

Which of the following techniques is an excellent method for initially screening ideas and concepts in addition to generating new ideas?

Select correct option:

**Focus group**

Problem inventory analysis

Brain storming

Reverse brainstorming

Solved By Afaaq( Start time: 03:28:32 PM ) Total Marks: 1

Which one the following is the uncontrollable factor in international trade?

Select correct option:

Economic

Cultural

Technological

**All of the given options**

Solved By Afaaq( Start time: 03:28:45 PM ) Total Marks: 1

The creative process for problem solving that involves making the strange familiar in first step and then making the familiar strange through personal, direct or symbolic analogy is called:

Select correct option:

**Synectics**

Gordon method

Checklist method

Scientific method

Solved By Afaaq( Start time: 03:28:59 PM ) Total Marks: 1

Which one of the following is NOT the problem in developing the economies of different under developed countries ?

Select correct option:

Gap of knowledge

Variable rate of return

**Same communication style**

Different accounting system

Solved By Afaaq( Start time: 03:29:12 PM ) Total Marks: 1

Which of the following is used by entrepreneurs to acquire experience in an international market before making a major commitment?

Select correct option:

Merger

Joint venture

**Minority interest**

Majority interest

Solved By Afaaq( Start time: 03:29:33 PM ) Total Marks: 1

On the part of entrepreneur which of the following has/ have a great concern to the Investors

Select correct option:

Experience

Commitment

Knowledge

**All of the above**

Solved By Afaaq( Start time: 03:29:47 PM ) Total Marks: 1

Health insurance premium is less expensive if there is:

Select correct option:

One insured participants

Ten participants

**Large group of participants**

Very small group of participants

Solved By Afaaq( Start time: 03:30:11 PM ) Total Marks: 1

Which of the following would be an advantage of starting a new business over acquisition?

Select correct option:

Established customer base

Customer response to location

Existing employees

**All of the above**

Solved By Afaaq( Start time: 03:30:24 PM ) Total Marks: 1

Female entrepreneurs differ from male entrepreneurs in terms of following EXCEPT:

Select correct option:

Motivation

Business skills

**Departure point**

Goal orientation

Solved By Afaaq( Start time: 03:30:39 PM ) Total Marks: 1

Which one of the following is an important source of idea generation due to their familiarity with the needs of market?



Select correct option:

Existing products and services

**Distribution channels**

Federal government

Consumers

Solved By Afaaq( Start time: 03:30:52 PM ) Total Marks: 1

Which one of the following is a barriers to new product creation and development?

Select correct option:

Trial and error

**Opportunity parameter**

Opportunity cost

Intrapreneurship culture

Solved By Afaaq( Start time: 01:13:47 AM ) Total Marks: 1

Which of the following is the objective of General Agreement on Tariffs and Trade (GATT)?

Select correct option:

Imposing the tariffs and imports quotas

**Liberalizing trade by reducing quotas**

Introduce more advance impost quotas

Eight rounds of tariff reduction

Solved By Afaaq( Start time: 01:15:26 AM ) Total Marks: 1

Which one of the following has the primary motive of independence and ability to advance in the corporate rewards?

Select correct option:

Traditional managers

Entrepreneurs

**Intrapreneurs**

Administrative managers

Solved By Afaaq( Start time: 01:16:53 AM ) Total Marks: 1

Which one of the following describes the statement “the time span available for creating the new venture”?

Select correct option:

Opportunity Analysis

**Window of opportunity**

Opportunity assessment

Opportunity identification

Solved By Afaaq( Start time: 01:19:02 AM ) Total Marks: 1

Which of the following is the fruitful source for identifying business opportunities?

Select correct option:

Business associates

Technical people

Consumers

**All of the given options**

Solved By Afaaq( Start time: 01:21:03 AM ) Total Marks: 1

Which of the following is the entrepreneurial domain of management structure?

Select correct option:

Formalized hierarchy

**Flat with multiple informal networks**

Clearly defined authority

Organizational culture

Solved By Afaaq( Start time: 01:34:53 AM ) Total Marks: 1

Which of the following describes the statement; “method of stimulating, and then capitalizing on, individuals in an organization who think that something can be done differently and better”

Select correct option:

Entrepreneurship

**Intrapreneurship**

Managerial domain

Administrative domain

Solved By Afaaq( Start time: 01:35:59 AM ) Total Marks: 1

Which of the following is a sound strategic option for an organization when its purpose is to get the 100% ownership in the international business operations?

Select correct option:

**Mergers & acquisitions**

Joint venture

Majority interest

Indirect exporting

Solved By Afaaq( Start time: 01:37:21 AM ) Total Marks: 1

Which of the following is the desirable factor for an entrepreneur while forming a new venture?

Select correct option:

**Sub culture**

Stakeholder

Role models

Marketing

Solved By Afaaq( Start time: 01:41:04 AM ) Total Marks: 1

Which of the following country has the social structure that discourages entrepreneurship?

Select correct option:

Singapore

**Japan**

Pakistan

Hong Kong

Solved By Afaaq( Start time: 01:46:14 AM ) Total Marks: 1

Which of the following is the method for individuals to solve problems through one of four mechanisms: personal, direct, symbolic and fantasy?

Select correct option:

Gordon method

**Synetics**

Heuristics

Scientific method

Solved By Afaaq( Start time: 01:47:51 AM ) Total Marks: 1

Which of the following is the best method for developing new idea by looking at the positives and negatives of an item?

Select correct option:

Free association

**Attribute listing**

Forced relationship

Value analysis

Solved By Afaaq( Start time: 01:49:30 AM ) Total Marks: 1

Which one of the following theory has the attribute of moderate risk taking as a function of skill, not chance?

Select correct option:

Need for independence

**Need for achievement**

Need for affiliation

Need for authority

Solved By Afaaq( Start time: 01:50:44 AM ) Total Marks: 1

An actor or a person who managed large production projects was termed as the entrepreneur in the \_\_\_\_\_.

Select correct option:

Earliest period

**Middle ages**

17th century

19th and 20th century

Solved By Afaaq( Start time: 01:53:46 AM ) Total Marks: 1

In Eastern World most successful entrepreneurs started their business in the age:

Select correct option:

Early 40s

**Early 30s**

Early 50s

Early 60s

Solved By Afaaq( Start time: 01:55:28 AM ) Total Marks: 1

Which of the following has formalized hierarchy of management structure?

Select correct option:

Managerial domain

**Entrepreneurial domain**

Intrapreneurial domain

Political domain

Solved By Afaaq( Start time: 01:55:53 AM ) Total Marks: 1

Which of the following key elements of entrepreneurial background satisfy this statement? "No compromise on the quality of product during the business".

Select correct option:

Education

**Personal values**

Work History

Motivation

Solved By Afaaq( Start time: 01:58:04 AM ) Total Marks: 1

Members of distribution channels are excellent sources for new ideas because:

Select correct option:

**They are familiar with the needs of the market**

They earn a handsome profit from new business

They do not bother if entrepreneur bears a loss

They have well-developed sales force

Solved By Afaaq(Start time: 06:43:17 PM ) Total Marks: 1

Entrepreneur may start his business by considering following number/s of option/s

Select correct option:

1

2

3

**4**

Solved By Afaaq( Start time: 02:23:44 AM ) Total Marks: 1

Which of the following is not a form of cash flow financing?

Select correct option:

Line of credit

**Inventory loan**

Character loan

Installment loan

Solved By Afaaq( Start time: 01:52:06 AM ) Total Marks: 1

Which of the following is the best option for starting the business with equity financing?

Select correct option:

Sole Proprietor

**Corporation**

Partnership firm

None of the above

Solved By Afaaq( Start time: 01:36:45 AM ) Total Marks: 1

SBA provides:

Select correct option:

Finance without interest

Finance with interest

**Guarantees for getting loans**

Financing up to 90 % of principal amount

Solved By Afaaq( Start time: 01:26:39 AM ) Total Marks: 1

Banks are usually reluctant to give loan to the

Select correct option:

Private Limited Companies

Partnership firm

Public Limited Companies

**Sole Proprietor**

Solved By Afaaq( Start time: 01:18:04 AM ) Total Marks: 1

What is the primary concern of founders who trade equity for capital for their growing venture?

Select correct option:

Capitalization  
Investor capabilities  
Valuation

**Control**

Solved By Afaaq( Start time: 01:19:38 AM ) Total Marks: 1  
\_\_\_\_\_ distribute profits to owners through dividends

Select correct option:

Sole Proprietor  
General Partnership  
Limited Partnership

**Corporation**

Solved By Afaaq( Start time: 12:08:36 AM ) Total Marks: 1  
Directors in corporation are elected by the \_\_\_\_\_

Select correct option:

Middle Level Managers  
Entrepreneur

**Shareholders**

Low level Managers

Solved By Afaaq( Start time: 11:57:12 PM ) Total Marks: 1  
Investors usually prefers the income statement which projects the sales volume of \_\_\_\_\_ years

Select correct option:

1234

Solved By Afaaq( Start time: 11:55:48 PM ) Total Marks: 1  
In a \_\_\_\_\_, bonds can be used to raise capital.

Select correct option:

Sole Proprietor  
General Partnership

**Corporation**

Limited Partnership

Solved By Afaaq( Start time: 11:30:35 PM ) Total Marks: 1  
Capital rising entirely depends on the entrepreneur in which of the following entity?

Select correct option:

Corporation  
**Sole Proprietorship**  
Partnership  
All of the above

Solved By Afaaq( Start time: 10:56:14 PM ) Total Marks: 1  
Which one of the following options has NOT a total taxable entity?

Select correct option:

Minor partner  
**Limited partner**  
General partner

All of the given options

Solved By Afaaq( Start time: 10:59:00 PM ) Total Marks: 1  
Which of the following is another exit to the equity partnership arrangement?

Select correct option:

Impartial partnership

General partnership

**Royalty partnership**

Minor partnership

Solved By Afaaq( Start time: 10:35:24 PM ) Total Marks: 1

Which type of Job analysis enlists the qualification of individual?

Select correct option:

Job Description

**Job Specification**

Job identification

All of the above options

Solved By Afaaq( Start time: 10:09:45 PM ) Total Marks: 1

Which of the following is the backbone of financial plan?

Select correct option:

**Budgeting**

Capital

Nature of the business

All of the above options

Solved By Afaaq( Start time: 09:33:20 PM ) Total Marks: 1

Which of the following shows the example of collateral?

Select correct option:

Real State

Shares

Tangible property

**All of the given options**

Solved By Afaaq( Start time: 09:35:11 PM ) Total Marks: 1

Which of the following cannot be used as basis of loan?

Select correct option:

Worth of the business

Inventory

Fixed asset

**All of the above**

Solved By Afaaq( Start time: 09:21:44 PM ) Total Marks: 1

Which one of the following is the systematic assembly of all the facts about a job?

Select correct option:

Job Specification

Job Description

Job Identification

**Job Analysis**

Solved By Afaaq( Start time: 09:23:05 PM ) Total Marks: 1

Which of the following is independently owned and operated and not dominant in its field of operation?

Select correct option:

Diversified Organization

International Business

**Small Business**

Entrepreneurship

Solved By Afaaq( Start time: 06:54:52 PM ) Total Marks: 1

Corporation has \_\_\_\_\_ Taxation system

Select correct option:

No

Triple

Single

**Double**

Solved By Afaaq( Start time: 06:20:01 PM ) Total Marks: 1

In which of the following sources the large positive cash flow may need to be invested?

Select correct option:

Long term

**Short term**

Average term

None of the above options

Solved By Afaaq( Start time: 05:10:31 PM ) Total Marks: 1

Major contribution of export comes from:

Select correct option:

Leather goods

Surgical instrument

Sports goods

**All of the given options**

Solved By Afaaq( Start time: 05:12:46 PM ) Total Marks: 1

LLC is more flexible than

Select correct option:

**S Corporation**

Limited Partnership

Sole Proprietor

All of the above

Solved By Afaaq( Start time: 02:43:45 AM ) Total Marks: 1

There is evidence that an entrepreneur usually has \_\_\_\_\_ parents.

Select correct option:

**Self employed**

Discouraged

Non supportive

Strict

Solved By Afaaq( Start time: 02:44:25 AM ) Total Marks: 1

In which of the following year implementation of SBA Financial plan took place?

Select correct option:

1971

**1972**

1973

1974

Solved By Afaaq( Start time: 02:45:13 AM ) Total Marks: 1

In stage of responsibility allocation process the entrepreneur follows:

Select correct option:

**Highly centralized decision making process**

Highly decentralized decision making process

Somewhat centralized decision making process

No particular standard

Solved By Afaaq( Start time: 02:45:29 AM ) Total Marks: 1

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

Select correct option:

**Diversified activity merger**

Product extension merger

Market extension merger

Vertical merger

Solved By Afaaq( Start time: 02:45:45 AM ) Total Marks: 1

Foundation companies are formed from:

Select correct option:

Fashion

Most popular business

A winding up company

**Research and development**

Solved By Afaaq( Start time: 02:47:06 AM ) Total Marks: 1

The \_\_\_\_\_ plan should contain control points to ascertain progress.

Select correct option:

**Business**

Marketing

Financial

Operational

Solved By Afaaq( Start time: 02:48:28 AM ) Total Marks: 1

The intersection of knowledge and a recognized social need to start a product development process is called:

Select correct option:

**Iterative synthesis**

Product-evolution process

Ordinary innovation

Situation analysis

Solved By Afaaq( Start time: 02:48:44 AM ) Total Marks: 1

A marketing Plan answers the \_\_\_\_\_ types of questions

Select correct option:

1234

Solved By Afaaq( Start time: 02:48:59 AM ) Total Marks: 1

An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?

Select correct option:

Supplier

**Retailer**

Competition



Government bureau

Solved By Afaaq( Start time: 02:49:16 AM ) Total Marks: 1

A short-term, internal source of funds can be obtained by reducing all of following EXCEPT:

Select correct option:

Short-term assets

Cash

**Fixed Assets**

Inventory

Solved By Afaaq( Start time: 02:50:43 AM ) Total Marks: 1

An individual's need to be recognized is called:

Select correct option:

Need for independence

Need for affiliation

Need of fame

**Need for achievement**

Solved By Afaaq( Start time: 02:50:57 AM ) Total Marks: 1

External forces directly affect all of the following EXCEPT:

Select correct option:

Market segmentation strategies

Types of products/services offered

**Management structure of organization**

Choice of businesses to acquire or sell

Solved By Afaaq( Start time: 02:51:12 AM ) Total Marks: 1

The activities which occur when the new venture is started are called:

Select correct option:

Motivation

Goal orientation

**Departure point**

Business skills

Solved By Afaaq( Start time: 02:51:26 AM ) Total Marks: 1

Which of the following contains large number of new ideas?

Select correct option:

Files of Patent office

Official Gazette

Government patent Board

**All of the given option**

Solved By Afaaq( Start time: 03:04:13 AM ) Total Marks: 1

An entrepreneur doing business within the national border is called:

Select correct option:

International entrepreneurship

Intrapreneurship

**Domestic entrepreneurship**

Imports

Solved By Afaaq( Start time: 03:04:34 AM ) Total Marks: 1

An entrepreneur is a person who is a:

Select correct option:

Risk taker

Initiator

Actor

**All of the given options**

Solved By Afaaq( Start time: 03:04:41 AM ) Total Marks: 1

Which of the following number of years a mortgage loan may possibly cover?

Select correct option:

20

**30**

10

40

Solved By Afaaq( Start time: 03:06:00 AM ) Total Marks: 1

Which of the following plans help to provide an organization chart indicating the lines of authority?

Select correct option:

Physical

Business

**Organizational**

Marketing

Solved By Afaaq( Start time: 03:06:23 AM ) Total Marks: 1

Which of the following has a contradictory relationship with an individual for being an entrepreneur?

Select correct option:

His birth order

Parents' social status

Parents' occupation

Relationship with parents

Solved By Afaaq( Start time: 03:06:59 AM ) Total Marks: 1

Which one of the following is the fourth step in the entrepreneurial process?

Select correct option:

Developing successful business ideas

Deciding to become an entrepreneur

**Growing the entrepreneurial firm**

Moving from an idea to an entrepreneurial firm

Solved By Afaaq( Start time: 03:07:13 AM ) Total Marks: 1

The entrepreneur utilizes the resources through:

Select correct option:

Identifying and evaluating the opportunity

Developing a business plan

**Implementing the business plan**

Manage the enterprise

Solved By Afaaq( Start time: 03:07:30 AM ) Total Marks: 1

The Marketing Plan section should focus for the strategies of

Select correct option:

First Year

First two years

**First Three Years**

First four years

Solved By Afaaq( Start time: 03:08:13 AM ) Total Marks: 1

Licensing is a significant marketing strategy to:

Select correct option:

Use intellectual property of others

Pirate others' patents

**Grow the business in new markets**

Control the costs

Solved By Afaaq( Start time: 03:08:46 AM ) Total Marks: 1

Following are the important aspects of international success EXCEPT:

Select correct option:

Planning

**Diversification**

Reporting

Control

Solved By Afaaq( Start time: 03:09:03 AM ) Total Marks: 1

Which of the following grants the owner protection from anyone else making, using and selling the identified innovation?

Select correct option:

**Utility patent**

Design patent

Plant patent

International patent

Solved By Afaaq( Start time: 03:09:18 AM ) Total Marks: 1

Which of the following contains all backup material that is not included in the text of business plan?

Select correct option:

History of entrepreneur

Financial plan

**Appendix**

Bibliography

Solved By Afaaq( Start time: 03:09:40 AM ) Total Marks: 1

Following are the types of foreign direct investment EXCEPT:

Select correct option:

Joint venture

**Management contracts**

Minority interest

Merger

Solved By Afaaq( Start time: 03:26:42 AM ) Total Marks: 1

The transitional disturbance and lack of reform has led to boom black market in:

Select correct option:

China

Hungary

Singapore

**Poland**

Solved By Afaaq( Start time: 03:27:11 AM ) Total Marks: 1

Degree of influence and control on other people is called:

Select correct option:

**Locus of control**

Locomotion of control

Locust of control

Loss of control

Solved By Afaaq( Start time: 03:27:36 AM ) Total Marks: 1

The activity which occurs when the new venture is started are called:

Select correct option:

Motivation

Business skills

**Departure point**

Goal orientation

Solved By Afaaq( Start time: 03:27:51 AM ) Total Marks: 1

The commitment of administrative domain to the resources is for:

Select correct option:

Periodic intervals

**Total amount needed**

For certain tasks

For long time

Solved By Afaaq( Start time: 03:28:12 AM ) Total Marks: 1

An actor and a person who managed large project were termed as the entrepreneur in the

\_\_\_\_\_.

Select correct option:

Earliest period

**Middle ages**

17th century

19th and 20th century

Solved By Afaaq( Start time: 03:28:33 AM ) Total Marks: 1

Which of the following is the previous name of SME?

Select correct option:

SPCC

SMEDA

**SBFC**

FMBC

Solved By Afaaq( Start time: 03:29:16 AM ) Total Marks: 1

The evaluation criteria for the new product should include all of the following, EXCEPT:

Select correct option:

Determination of market demand

**Determination of the suppliers**

Pricing and marketing policies of other competing firms

Product should be profitable

Solved By Afaaq( Start time: 03:29:35 AM ) Total Marks: 1

Which of the following is NOT a requirement of Disclosure Document?

Select correct option:

Description of the invention

**Claims for invention's usefulness**

Photos of invention

Cover letter

Solved By Afaaq( Start time: 03:30:02 AM ) Total Marks: 1

Why should an entrepreneur do a feasibility study?

Select correct option:

**To see if there are possible barriers to success**

To identify possible sources of funds

To estimate the expected sales

To explore potential customers

Solved By Afaaq( Start time: 03:30:19 AM ) Total Marks: 1

The startups which rarely go public are called:

Select correct option:

Life style

**Foundation Company**

Small company

High potential venture

Solved By Afaaq( Start time: 03:30:47 AM ) Total Marks: 1

Which one of the following culture that has a climate and reward system that favor conservative decision making?

Select correct option:

Entrepreneurial

Intrapreneurial

**Corporate**

None of the given options

Solved By Afaaq( Start time: 03:31:13 AM ) Total Marks: 1

Which one of the following is the main problem for the entrepreneur in the beginning?

Select correct option:

Lack of experience

**Limited resources**

Lack of education

None of the given options

Solved By Afaaq( Start time: 03:37:23 AM ) Total Marks: 1

A Focus Group mainly consists of a sample of

Select correct option:

8-10 People

**10-12 People**

12-14 People

14-16 People

Solved By Afaaq( Start time: 03:37:58 AM ) Total Marks: 1

Lenders are primarily interested in the:

Select correct option:

Personal relationship

**Ability to pay back loan**

Progress of the venture

No concern

Solved By Afaaq( Start time: 03:38:29 AM ) Total Marks: 1

Selling goods to another country through a person in the entrepreneur's home country is known as:

Select correct option:

Trading

Direct export

**Indirect export**

Domestic sales

Solved By Afaaq( Start time: 03:38:44 AM ) Total Marks: 1

The person with capital was differentiated from the one who needed the capital in the:

Select correct option:

Middle ages

17th century

**18th century**

20th century

Solved By Afaaq( Start time: 03:39:06 AM ) Total Marks: 1

The most sensitive plan in the business plan is?

Select correct option:

Operational Plan

Production Plan

**Marketing Plan**

Financial Plan

Solved By Afaaq( Start time: 03:39:34 AM ) Total Marks: 1

Which one of the following is NOT an intrapreneurial leadership characteristic?

Select correct option:

Understands environment

Encourage the team work

**Not flexible**

Persistent

Solved By Afaaq( Start time: 03:39:50 AM ) Total Marks: 1

A patent is granted for a specified amount of time because of the assumption:

Select correct option:

That during this time firm will cover its development costs

That firm will earn a sufficient profit during this period

To limit the monopoly of the firm

That it will stimulate idea and development of a better product

Solved By Afaaq( Start time: 03:40:05 AM ) Total Marks: 1

On the part of entrepreneur which of the following has/ have a great concern to the Investors

Select correct option:

Experience

Commitment

Knowledge

**All of the above**

Solved By Afaaq( Start time: 03:40:33 AM ) Total Marks: 1

Which one of the following is NOT an internal factor?

Select correct option:

**New technology**

Manufacturing

Marketing

Personnel

Solved By Afaaq( Start time: 03:41:35 AM ) Total Marks: 1

Which of the following would be an advantage of starting a new business over acquisition?

Select correct option:

Established customer base

Customer response to location

Existing employees

**All of the above**

Solved By Afaaq( Start time: 03:43:06 AM ) Total Marks: 1

The entrepreneur must possess the abilities:

Select correct option:

Creative

Conceptualization

Understanding environment

**All of the given options**

Solved By Afaaq( Start time: 03:43:22 AM ) Total Marks: 1

Good entrepreneurs are usually from families which are:

Select correct option:

Landlords

Capitalists

**Can be from any family with supportive parents**

Conservative parents

Solved By Afaaq( Start time: 03:43:29 AM ) Total Marks: 1

Which of the following statements about the intreprenurial climate is (are) true?

Select correct option:

Trial and error are discouraged.

**Resources of the firm need to be available and easily accessible**

A multidisciplinary approach is discouraged.

Failures are not allowed

Solved By Afaaq( Start time: 03:51:39 AM ) Total Marks: 1

The former USSR received technology and syrup from Pepsi and provided it with Soviet vodka and rights to distribute it in the US. This is an example of:

Select correct option:

Economic development

**Barter system**

Balance of payment

International trade

Solved By Afaaq( Start time: 03:51:51 AM ) Total Marks: 1

The combining of two or more independent bodies into a single body is known as:

Select correct option:

Joint venture

**Merger**

Rivalry

Protectionist attitudes

Solved By Afaaq( Start time: 03:52:08 AM ) Total Marks: 1

Which one of the following has NO liability on the part of entrepreneur business?

Select correct option:

Partners

**Board of advisors**

Shareholders

Board of directors

Solved By Afaaq( Start time: 03:53:34 AM ) Total Marks: 1

Which one of the following is the first step in the entrepreneurial process?

Select correct option:

Developing successful business ideas

**Deciding to become an entrepreneur**

Growing the entrepreneurial firm

Moving from an idea to an entrepreneurial firm

Solved By Afaaq( Start time: 03:53:49 AM ) Total Marks: 1

Developing a new idea through inquiry and testing is called:

Select correct option:

Heuristics

Forced relationship

**Scientific method**

Value analysis

Solved By Afaaq( Start time: 03:54:16 AM ) Total Marks: 1

Selling goods to another country by taking care of transactions is called:

Select correct option:

Indirect exporting

**Direct exporting**

Importing

Management contract

Solved By Afaaq( Start time: 03:54:43 AM ) Total Marks: 1

For the success of business plan the goals should be

Select correct option:

Limitless

Generalized

**Specific**

Imaginary

Solved By Afaaq( Start time: 03:55:05 AM ) Total Marks: 1

Generally, male entrepreneurs start their first venture in the age of:

Select correct option:

Late 20s

**Early 30s**

Late 30s



Early 40s

Solved By Afaaq( Start time: 03:55:13 AM ) Total Marks: 1

Which of the following are the key factors for choosing the type of financing?

Select correct option:

Availability of funds

Assets of the venture

Prevailing interest rates

**All of the above options**

Solved By Afaaq( Start time: 03:55:48 AM ) Total Marks: 1

A contract must be signed by:

Select correct option:

At least one party

**Both the parties**

Not necessary to sign

By third party

Solved By Afaaq( Start time: 03:55:55 AM ) Total Marks: 1

Which of the following can not be covered under the copyright protection?

Select correct option:

Computer software

**Computer hardware**

Poems and songs

Models and sculpture

Solved By Afaaq( Start time: 03:56:02 AM ) Total Marks: 1

\_\_\_\_\_ is required if a company wants to be more flexible in adopting changes.

Select correct option:

Management commitment

Contact with customers

**Technology**

More productivity

Solved By Afaaq( Start time: 03:56:17 AM ) Total Marks: 1

Which of the following factors does not affect a person for being an entrepreneur?

Select correct option:

Work history

**Nationality**

Education

Personal values

Solved By Afaaq( Start time: 04:48:59 PM ) Total Marks: 1

Sales revenue of the internet based business can be projected from the:

Select correct option:

Number of customers

Number of Hits

Number of clicks

**All of the above options**

Solved By Afaaq( Start time: 04:49:37 PM ) Total Marks: 1

The assessment of the needed resources by the entrepreneur starts with:

Select correct option:

**An appraisal of the entrepreneur's present resources**

An assessment of economic conditions of the country

A scanning of friends and family for funds

A survey of banks and other financial institutions in the area

Solved By Afaaq( Start time: 04:49:58 PM ) Total Marks: 1

Which of the following is NOT followed in brainstorming?

Select correct option:

**Criticism is done by the group members**

The wilder idea is better

Quantity of ideas is required

The session should be fun, with no one dominating the discussion

Solved By Afaaq( Start time: 04:50:17 PM ) Total Marks: 1

Which of the following firm achieves modest growth:

Select correct option:

High potential growth firm

Foundation firm

**Life style**

Public company

Solved By Afaaq( Start time: 04:50:40 PM ) Total Marks: 1

In an international perspective, which of the following decisions are NOT covered under strategic planning of an entrepreneur?

Select correct option:

**What are unique characteristics of each market?**

Who should be involved in marketing decisions?

What customer benefits are provided by the product?

What are the company's major strengths and weaknesses?

Solved By Afaaq( Start time: 04:51:08 PM ) Total Marks: 1

The \_\_\_\_\_ plan describes how the product will be distributed and priced.

Select correct option:

Financial

Production

Venture

**Marketing**

Solved By Afaaq( Start time: 04:51:47 PM ) Total Marks: 1

Members of distribution channels are excellent sources for new ideas because:

Select correct option:

**They are familiar with the needs of the market**

They earn a handsome profit from new business

They do not bother if entrepreneur bears a loss

They have well-developed sales force

Solved By Afaaq( Start time: 04:52:06 PM ) Total Marks: 1

Gazelles are the firms with:

Select correct option:

**High growth rate**

Moderate growth rate

Zero% growth rate

Low growth rate

Solved By Afaaq( Start time: 04:52:30 PM ) Total Marks: 1

Which of the following budget is required for the purchase of new equipment?

Select correct option:

Sales Budget

Operational Budget

**Capital Budget**

Manufacturing Budget

Solved By Afaaq( Start time: 03:39:48 PM ) Total Marks: 1

The longest lasting trade agreement with the objective of liberalizing trade by eliminating or reducing tariffs, subsidies and quotas is:

Select correct option:

Free trade area – FTA

European community – EC

**General agreement on tariffs and trade – GATT**

The North American free trade agreement – NAFTA

Solved By Afaaq( Start time: 03:40:41 PM ) Total Marks: 1

Which of the following techniques is an excellent method for initially screening ideas and concepts in addition to generating new ideas?

Select correct option:

**Focus group**

Problem inventory analysis

Brain storming

Reverse brainstorming

Solved By Afaaq( Start time: 03:41:45 PM ) Total Marks: 1

Individuals influencing an entrepreneur's career choice and style are known as:

Select correct option:

**Role model**

Moral-support network

Professional support network

Support system

Solved By Afaaq( Start time: 03:42:57 PM ) Total Marks: 1

Which one of the following is not a source of idea generation?

Select correct option:

Consumers

Brain storming

Focus group

**None of the given options**

Solved By Afaaq( Start time: 03:44:11 PM ) Total Marks: 1

Which of the following gives the owners a negative right, preventing anyone from making, using, or selling the invention?

Select correct option:

**Patent**

Copyright

Trade mark

Trade secret

Solved By Afaaq( Start time: 03:44:55 PM ) Total Marks: 1

Targeting the market consists of \_\_\_\_\_ Procedures

Select correct option:

- 1
- 2
- 3
- 4**

Solved By Afaaq( Start time: 03:46:11 PM ) Total Marks: 1

In Focus group discussion carries in

Select correct option:

Formal Way

**InformalWay**

Both of the above

Problematic Way

Solved By Afaaq( Start time: 03:47:29 PM ) Total Marks: 1

Which one of the following is a sound strategic option for an entrepreneur when synergy is present?

Select correct option:

**Merger**

Joint venture

Minority interest

Majority interest

Solved By Afaaq( Start time: 03:51:15 PM ) Total Marks: 1

Which of the following is NOT a characteristic of an entrepreneur?

Select correct option:

Need for independence

**Need for affiliation**

Need for achievement

Risk taking

Solved By Afaaq( Start time: 07:11:52 PM ) Total Marks: 1

Front level managers have \_\_\_\_\_ Skill

Select correct option:

Conceptual

Communicational

**Technical**

All of the above

Solved By Afaaq( Start time: 07:13:02 PM ) Total Marks: 1

Which one of the following is important for international business to avoid trade barriers?

Select correct option:

Protectionist attitude

**Entrepreneurial partnering**

Free trade areas

None of the given options

Solved By Afaaq( Start time: 07:13:46 PM ) Total Marks: 1

According to the governing bodies of common laws, the life of trade secret is:

Select correct option:

- 12 years
- 17 years
- 20 years

**As long as it remains confidential**

Solved By Afaaq( Start time: 07:14:45 PM ) Total Marks: 1

Which one of the Following is the way by which an entrepreneur can enter into international business?

Select correct option:

- Export
- Non equity arrangements
- Direct foreign investment

**All of the given options**

Solved By Afaaq( Start time: 07:15:29 PM ) Total Marks: 1

Which of the following areas are preferred by women entrepreneurs?

Select correct option:

**Administration**

- Utilities
- Manufacturing
- None of the above

Solved By Afaaq( Start time: 07:16:01 PM ) Total Marks: 1

Which one of the following gives suggestions for new product but also helps to market new product in the market?

Select correct option:

- Existing products and services

**Distribution channels**

- Federal government
- Consumers

Solved By Afaaq( Start time: 07:16:30 PM ) Total Marks: 1

The most important characteristic of a successful business website is::

Select correct option:

**Speed**

- Innovation
- Graphics
- Products

Solved By Afaaq( Start time: 07:17:39 PM ) Total Marks: 1

The creative process for problem solving that involves making the strange familiar in first step and then making the familiar strange through personal, direct or symbolic analogy is called:

Select correct option:

**Synectics**

- Gordon method
- Checklist method
- Scientific method

Solved By Afaaq( Start time: 07:18:15 PM ) Total Marks: 1

GATT is established in 1947, under:

Select correct option:

Japan leadership

China leadership

**U.S. leadership**

U.K. leadership

Solved By Afaaq( Start time: 07:19:14 PM ) Total Marks: 1

Health insurance premium is less expensive if there is:

Select correct option:

One insured participants

Ten participants

**Large group of participants**

Very small group of participants

Solved By Afaaq( Start time: 07:19:44 PM ) Total Marks: 1

Which one of the following best represents the environment of an entrepreneurial oriented organization?

Select correct option:

Corporate culture

**Entrepreneurial culture**

Intrapreneurial culture

Traditional culture

Solved By Afaaq( Start time: 11:36:12 AM ) Total Marks: 1

Which one of the following should NOT include in the introductory page of business plan?

Select correct option:

Names and addresses of business

The name of entrepreneurs

**Executive summary**

Amount of financing needed

Solved By Afaaq( Start time: 11:37:54 AM ) Total Marks: 1

Which of the following is alternatively called corporate venturing?

Select correct option:

Entrepreneurship

**Intrapreneurship**

Act of stating a new venture

Offering new products by an existing company

Solved By Afaaq( Start time: 11:38:49 AM ) Total Marks: 1

Andrew Carnegie is an example of entrepreneur of which century:

Select correct option:

Earliest period

**19th and 20th century**

Middle ages

17th century

Solved By Afaaq( Start time: 11:40:26 AM ) Total Marks: 1

The business plan should be prepared by:

Select correct option:

**Entrepreneurs**

Consultants

Engineers

Small business administration services

Solved By Afaaq( Start time: 11:42:25 AM ) Total Marks: 1

Which of the following factors has allowed small companies to act like they are big ones?

Select correct option:

Competition

Economic development

**Technology**

Customers

Solved By Afaaq( Start time: 11:43:19 AM ) Total Marks: 1

Which two work environments should be good for spawning the new enterprises?

Select correct option:

Finance and marketing

Finance and R&D

**Marketing and R&D**

Marketing and IT

Solved By Afaaq( Start time: 11:44:55 AM ) Total Marks: 1

Which of the following is NOT an example of collecting primary data?

Select correct option:

**Internet**

Focus group

Interview

Observation

Solved By Afaaq( Start time: 11:46:20 AM ) Total Marks: 1

Which one of the following is NOT an external factor?

Select correct option:

New regulations

Competition

Social changes

**Manufacturing**

Solved By Afaaq( Start time: 11:47:30 AM ) Total Marks: 1

Which one of the following is a barriers to new product creation and development?

Select correct option:

Trial and error

**Opportunity parameter**

Opportunity cost

Intrapreneurship culture

Solved By Afaaq( Start time: 06:32:59 AM ) Total Marks: 1

In terms of chronological age, most entrepreneurs initiate their entrepreneurial carrier between ages of:

Select correct option:

15 and 22

**22 and 45**

45 and 57

57 and 63

Solved By Afaaq( Start time: 06:33:28 AM ) Total Marks: 1

\_\_\_\_\_ is not complete without describing the venture's form of ownership.

Select correct option:

Marketing plan

Financial plan

Business plan

**Organizational plan**

Solved By Afaaq( Start time: 06:34:56 AM ) Total Marks: 1

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

Select correct option:

**Product inventory analysis**

Gordon method

Checklist method

Scientific method

Solved By Afaaq( Start time: 06:35:29 AM ) Total Marks: 1

A \_\_\_\_\_ is also essential if a new venture is a manufacturing concern.

Select correct option:

Market analysis

**Operations plan**

Bank loan

Organizational plan

Solved By Afaaq( Start time: 06:38:06 AM ) Total Marks: 1

Which of the following geographical area is having least interest to U.S. entrepreneurs?

Select correct option:

Europe

The Far East

**Central Asia**

Transition economies

Solved By Afaaq( Start time: 04:14:11 PM ) Total Marks: 1

Which one of the following is NOT a condition of a contract?

Select correct option:

An offer is made

An acceptance of offer

**Contract must be illegal**

Consideration is given

Solved By Afaaq( Start time: 04:14:27 PM ) Total Marks: 1

Which of the following receives highest investment?

Select correct option:

**High potential venture**

Foundation firm

Life style

Public company

Solved By Afaaq( Start time: 04:15:01 PM ) Total Marks: 1

Which of the following is/are a source of idea generation?

Select correct option:

Consumers



Federal government

Brain storming

**All of the above**

Solved By Afaaq( Start time: 04:15:41 PM ) Total Marks: 1

The difference between the value of a country's imports and exports over time is called:

Select correct option:

Deficit exports

Deficit imports

**Balance of payment**

Balance of debt

Solved By Afaaq( Start time: 04:29:43 PM ) Total Marks: 1

The product life cycle starts with which stage of product planning and development process?

Select correct option:

Test marketing stage

Product development stage

Commercialization stage

**Product planning and development process is a part of product life cycle**

Solved By Afaaq( Start time: 04:30:22 PM ) Total Marks: 1

The importance of intellectual property should be understood by entrepreneur even before:

Select correct option:

Hiring a manager

**Engaging an attorney**

Developing a product

Establishing new venture

Solved By Afaaq( Start time: 04:30:58 PM ) Total Marks: 1

Which one of the following should consider in economy while conducting environmental analysis?

Select correct option:

GNP

Disposable income

Unemployment

Channel of distribution

Solved By Afaaq( Start time: 04:32:13 PM ) Total Marks: 1

“What the entrepreneur hopes to accomplish” includes in the

Select correct option:

Vision statement

**Mission Statement**

Goal Statement

All of the above

Solved By Afaaq( Start time: 05:03:56 PM ) Total Marks: 1

The resistance of employees in an organization against flexibility, growth, and diversification can be overcome by developing:

Select correct option:

Entrepreneurship

### **Intrapreneurship**

Managerial domain

Administrative domain

Solved By Afaaq( Start time: 05:04:41 PM ) Total Marks: 1

A typical inventor is usually \_\_\_\_\_.

Select correct option:

#### **Highly creative & in love with the invention**

Does not encourage change

Willing to modify the invention in order to augment commercial benefit

None of the given options

Solved By Afaaq( Start time: 05:07:18 PM ) Total Marks: 1

Which one of the following contracts should be in written?

Select correct option:

Real estates

Lease

Rentals

#### **All of the given options**

Solved By Afaaq( Start time: 05:08:16 PM ) Total Marks: 1

Idea of new product is tested in potential consumers to determine consumer acceptance at \_\_\_\_\_ stage.

Select correct option:

#### **Concept**

Product development

Test marketing

Commercialization

Solved By Afaaq( Start time: 05:39:47 PM ) Total Marks: 1

Which one of the factors should be considered while assessing the space for business?

Select correct option:

Parking

Access from roadways to facility

Delivery rates

#### **All of the given options**

Solved By Afaaq( Start time: 05:41:25 PM ) Total Marks: 1

Being one's own boss is a need of:

Select correct option:

#### **Independence**

Achievement

Affiliation

Authority

Solved By Afaaq( Start time: 05:41:46 PM ) Total Marks: 1

Female entrepreneurs differ from male entrepreneurs in terms of following EXCEPT:

Select correct option:

Motivation

Business skills

#### **Departure point**

Goal orientation

Solved By Afaaq( Start time: 05:42:55 PM ) Total Marks: 1

Which of the following is NOT a characteristic of a marketing plan?

Select correct option:

It should be flexible

**It should be long and detailed**

It should be based on facts and valid assumptions

It should provide a strategy

Solved By Afaaq( Start time: 05:44:22 PM ) Total Marks: 1

The decision to start a new business is taken when one perceives that forming a new business is:

Select correct option:

Possible

Desirable

Accurate

**Both a and b**

Solved By Afaaq( Start time: 06:44:37 PM ) Total Marks: 1

In some countries, point of purchase displays is not allowed in retail stores. Such differences are studied by international entrepreneurs under \_\_\_\_\_ environment.

Select correct option:

Economic

Political

**Cultural**

Technological

Solved By Afaaq( Start time: 07:24:22 PM ) Total Marks: 1

The difference in the entrepreneurial and managerial domains has contributed towards an increase interest in:

Select correct option:

Forming new firms

Partnership

**Intrapreneurship**

Private firms

Solved By Afaaq( Start time: 07:28:22 PM ) Total Marks: 1

Which of the following is included in the description of the business?

Select correct option:

Location

Products offered

History

**All of the given options**

Solved By Afaaq( Start time: 07:36:21 PM ) Total Marks: 1

Which one of the following is the process of entrepreneurs developing new products that over time make current products obsolete?

Select correct option:

**Creative destruction**

New business model

Anatomization

None of the given options

Solved By Afaaq( Start time: 07:39:12 PM ) Total Marks: 1

Which of the following is used by entrepreneurs to acquire experience in an international market before making a major commitment?

Select correct option:

Merger

Joint venture

**Minority interest**

Majority interest

Solved By Afaaq( Start time: 07:39:59 PM ) Total Marks: 1

Which of the following factors does not affect a person for being an entrepreneur?

Select correct option:

Family background

Education

Personal values

**Gender**

Solved By Afaaq( Start time: 07:51:57 PM ) Total Marks: 1

Which one of the following is an important source of idea generation due to their familiarity with the needs of market?

Select correct option:

Existing products and services

**Distribution channels**

Federal government

Consumers

Solved By Afaaq( Start time: 07:54:00 PM ) Total Marks: 1

All of the following are essential to maintain secrecy EXCEPT:

Select correct option:

Train employees to refer sensitive questions to one person

**Discuss business in public places**

Provide escorts for all office visitors

Use simple security such as locked file cabinets

Solved By Afaaq( Start time: 08:08:56 PM ) Total Marks: 1

Which one of the following is NOT included in four C's evaluation by lender?

Select correct option:

Character

Cost

**Continuity**

Contribution

Solved By Afaaq( Start time: 08:13:08 PM ) Total Marks: 1

Which one the following is the uncontrollable factor in international trade?

Select correct option:

Economic

Cultural

Technological

**All of the given options**

Solved By Afaaq( Start time: 08:19:31 PM ) Total Marks: 1

Which one of the following system is necessary for expansion and elimination of

intrapreneurial units?

Select correct option:

Management

**Evaluation**

Reward

Training

Solved By Afaaq( Start time: 08:20:28 PM ) Total Marks: 1

Government can help in forming new venture by providing:

Select correct option:

Finance

Technology

**Infrastructure**

Subsidiaries

Solved By Afaaq( Start time: 08:20:42 PM ) Total Marks: 1

The entrepreneur's \_\_\_\_\_ depends on his perception of the opportunity.

Select correct option:

Commitment to opportunity

Commitment of resources

Control of resources

**Strategic orientation**

Solved By Afaaq( Start time: 08:21:23 PM ) Total Marks: 1

The marketing perspective of business plan considers the venture through the eyes of:

Select correct option:

Investor

**Customer**

Entrepreneur

Marketing manager

Solved By Afaaq( Start time: 08:32:53 PM ) Total Marks: 1

When the multiplicity of environments become too complex to handle, the international entrepreneurs often \_\_\_\_\_

Select correct option:

Go for mergers

Diversify

**Decentralize operations**

Sale out the foreign business

Solved By Afaaq( Start time: 08:33:37 PM ) Total Marks: 1

Which of the following is NOT essential part of the contract?

Select correct option:

All the parties involved should be named

Transaction should be described in detail

Obtain signatures of the persons involved

**Place where contract takes place**

Solved By Afaaq( Start time: 08:40:47 PM ) Total Marks: 1

All of the following are the broad categories of External forces EXCEPT:

Select correct option:

Economic forces

**Socioeconomic forces**

Technological forces

Competitive forces

Solved By Afaaq( Start time: 08:41:37 PM ) Total Marks: 1

Which one of the following insurance is required by law?

Select correct option:

Life insurance

Property insurance

**Disability and vehicle coverage**

Health care coverage

Solved By Afaaq( Start time: 08:49:19 PM ) Total Marks: 1

Professional support network includes following EXCEPT:

Select correct option:

Personal affiliations

Mentor

Trade associations

**Friends**

Solved By Afaaq( Start time: 08:52:03 PM ) Total Marks: 1

The resources acquired from others (creditors, banks etc) are usually:

Select correct option:

Easily available

**Difficult to obtain**

Very useful

Very cheap

Solved By Afaaq( Start time: 09:07:03 PM ) Total Marks: 1

The chief motivational factor for \_\_\_\_\_ entrepreneurs to leave jobs is the frustration of not being allowed to perform at the level of which they are capable.

Select correct option:

Male

**Female**

Young

All of the given options

Solved By Afaaq( Start time: 09:07:27 PM ) Total Marks: 1

There is an evidence that an entrepreneur usually has \_\_\_\_\_ parents.

Select correct option:

**Self employed**

Discouraged

Non supportive

Strict

Solved By Afaaq( Start time: 09:07:39 PM ) Total Marks: 1

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

Select correct option:

Idea Stage

Product Planning Stage

**Product Development Stage**

Test Marketing Stage

Solved By Afaaq( Start time: 09:10:01 PM ) Total Marks: 1

The \_\_\_\_\_ plan shows whether the business plan is economically feasible or not.

Select correct option:

**Financial**

Business

Economic

Marketing

Solved By Afaaq( Start time: 09:15:02 PM ) Total Marks: 1

Which one of the following is required to develop a good team for creating something new?

Select correct option:

Relationship with team members

**Open discussion**

Non flexible behavior

Discouragement of team member's ideas

Solved By Afaaq( Start time: 09:32:40 PM ) Total Marks: 1

\_\_\_\_\_ Process of creating incremental wealth is called Entrepreneurship.

Select correct option:

**Dynamic**

Static

Continuous

Systematic

Solved By Afaaq( Start time: 09:39:02 PM ) Total Marks: 1

Which of the following is essential if your business deals with the Paper production?.

Select correct option:

Operational Plan

Bank loan

**Production plan**

Organizational plan

Solved By Afaaq( Start time: 09:42:34 PM ) Total Marks: 1

Which of the following has not yet been empirically established as a distinguishing characteristic of entrepreneurs?

Select correct option:

Locus of control

Feeling about independence

Need for achievement

**Risk taking**

Solved By Afaaq( Start time: 11:12:29 PM ) Total Marks: 1

Factors contribute to the creation of new venture EXCEPT:

Select correct option:

Government

Finance

**High interest rates**

Role models

Solved By Afaaq( Start time: 11:17:28 PM ) Total Marks: 1

What is a target market?

Select correct option:

A group of customers a venture reaches by accident

All consumers who purchase the venture's product

**A specific group of potential customers toward which a venture aims its marketing plan**

A chain of discount stores

Solved By Afaaq( Start time: 11:18:44 PM ) Total Marks: 1

Which one of the following is NOT the problem in developing the economies of different under developed countries ?

Select correct option:

Gap of knowledge

Variable rate of return

**Same communication style**

Different accounting system

Solved By Afaaq( Start time: 11:25:31 PM ) Total Marks: 1

Moral support network includes following EXCEPT:

Select correct option:

Spouses

Friends

**Business associates**

Relatives

Solved By Afaaq( Start time: 11:35:29 PM ) Total Marks: 1

Which of the following is the most important for the entrepreneur, while starting a new venture, to make an assessment of?

Select correct option:

**Risk**

Profit

Market

Competitors

Solved By Afaaq( Start time: 11:58:05 PM ) Total Marks: 1

According to McClelland's need theory, entrepreneurs possess which of the following needs?

Select correct option:

**Need for achievement**

Need for power

Need for affiliation

Need for esteem

Solved By Afaaq( Start time: 11:58:33 PM ) Total Marks: 1

Entrepreneurial success has been significant because of the culture and the political and economic systems in \_\_\_\_\_.

Select correct option:

European countries

**Asian countries**

Transition economies

Middle East



Solved By Afaaq( Start time: 11:59:23 PM ) Total Marks: 1

Following are the types of non equity arrangements EXCEPT:

Select correct option:

Licensing

Management contracts

**Direct export**

Turnkey projects

Solved By Afaaq( Start time: 12:03:50 AM ) Total Marks: 1

Which of the following is a more structured method of problem solving, including principles and rules for concept formation, making observations and experiments, and finally validating the hypothesis?

Select correct option:

**Scientific method**

Heuristics

Attribute listing

Value analysis

Solved By Afaaq( Start time: 12:15:05 AM ) Total Marks: 1

The entrepreneur was distinguished from capital provider in:

Select correct option:

**18th century**

17th century

19th and 20th century

Middle ages

Solved By Afaaq( Start time: 12:29:42 AM ) Total Marks: 1

Which statement of the following relates with the ultimate goal of Business

Select correct option:

Profit Statement

Goal Statement

**Mission Statement**

Vision Statement

Solved By Afaaq( Start time: 03:22:50 AM ) Total Marks: 1

Which one of the following makes formation of new ventures within a corporate structure difficult?

Select correct option:

Lack of intrapreneurial talent

**Lack of freedom to make autonomous decisions**

Lack of market opportunity

Lack of knowledge

Solved By Afaaq( Start time: 06:04:27 PM ) Total Marks: 1

The startups which rarely go public are called:

Select correct option:

Life style

**Foundation Company**

Small company

High potential venture

Solved By Afaaq( Start time: 06:05:02 PM ) Total Marks: 1  
Which type of Job analysis enlists the qualification of individual?

Select correct option:

Job Description

**Job Specification**

Job identification

All of the above options

Solved By Afaaq( Start time: 06:05:39 PM ) Total Marks: 1  
Individuals influencing an entrepreneur's career choice and style are known as:

Select correct option:

**Role model**

Moral-support network

Professional support network

Support system

Solved By Afaaq( Start time: 06:06:06 PM ) Total Marks: 1  
The difference between the value of a country's imports and exports over time is called:

Select correct option:

Deficit exports

Deficit imports

**Balance of payment**

Balance of debt

Solved By Afaaq( Start time: 06:06:56 PM ) Total Marks: 1  
Selling goods to another country through a person in the entrepreneur's home country is known as:

Select correct option:

Trading

Direct export

**Indirect export**

Domestic sales

Solved By Afaaq( Start time: 06:07:33 PM ) Total Marks: 1  
Andrew Carnegie is an example of entrepreneur of which century:

Select correct option:  
Earliest period  
**19th and 20th century**  
Middle ages  
17th century

Solved By Afaaq( Start time: 06:08:01 PM ) Total Marks: 1  
The assessment of the needed resources by the entrepreneur starts with:

Select correct option:  
**An appraisal of the entrepreneur's present resources**  
An assessment of economic conditions of the country  
A scanning of friends and family for funds  
A survey of banks and other financial institutions in the area

Solved By Afaaq( Start time: 06:08:31 PM ) Total Marks: 1  
Which of the following firm achieves modest growth:

Select correct option:  
High potential growth firm  
Foundation firm  
**Life style**  
Public company

Solved By Afaaq( Start time: 06:08:59 PM ) Total Marks: 1  
Female entrepreneurs differ from male entrepreneurs in terms of following EXCEPT:

Select correct option:  
Motivation  
Business skills  
**Departure point**  
Goal orientation

Solved By Afaaq( Start time: 06:09:24 PM ) Total Marks: 1  
Which one of the following options has NOT a total taxable entity?

Select correct option:

Minor partner

**Limited partner**

General partner

All of the given options

Solved By Afaaq( Start time: 06:09:58 PM ) Total Marks: 1

Which of the following is a more structured method of problem solving, including principles and rules for concept formation, making observations and experiments, and finally validating the hypothesis?

Select correct option:

**Scientific method**

Heuristics

Attribute listing

Value analysis

Solved By Afaaq( Start time: 06:10:26 PM ) Total Marks: 1

Which of the following is/are a source of idea generation?

Select correct option:

Consumers

Federal government

Brain storming

**All of the above**

Solved By Afaaq( Start time: 06:10:52 PM ) Total Marks: 1

Which of the following is independently owned and operated and not dominant in its field of operation?

Select correct option:

Diversified Organization

International Business

**Small Business**

Entrepreneurship

Solved By Afaaq( Start time: 06:11:25 PM ) Total Marks: 1

The chief motivational factor for \_\_\_\_\_ entrepreneurs to leave jobs is the frustration of not being allowed to perform at the level of which they are capable.

Select correct option:

Male

**Female**

Young

All of the given options

Solved By Afaaq( Start time: 06:12:04 PM ) Total Marks: 1

The most sensitive plan in the business plan is?

Select correct option:

Operational Plan

Production Plan

**Marketing Plan**

Financial Plan

Solved By Afaaq( Start time: 04:10:14 PM)

Total Marks: 1

The decision to start a new business is taken when one perceives that forming a new business is:

Select correct option:

Possible

Desirable

Accurate

**Both a and b**

Quiz Start Time: 04:08 PM

Time Left  
86  
sec(s)

Solved By Afaaq( Start time: 04:11:02 PM)  
Total Marks: 1

The person with capital was differentiated from the one who needed the capital in the:

Select correct option:

Middle ages

17th century

**18th century**

20th century

Quiz Start Time: 04:08 PM

Time Left  
88  
sec(s)

Solved By Afaaq( Start time: 04:11:55 PM)  
Total Marks: 1

\_\_\_\_\_ process of creating incremental wealth is called Entrepreneurship.

Select correct option:

**Dynamic**

Static

Continuous

Systematic

Quiz Start Time: 04:08 PM

Time Left  
87  
sec(s)

Solved By Afaaq( Start time: 04:12:44 PM)  
Total Marks: 1

The entrepreneur's \_\_\_\_\_ depends on his perception of the opportunity.

Select correct option:

Commitment to opportunity

Commitment of resources

Control of resources

**Strategic orientation**

**Solved By Afaaq( Start time: 04:13:21 PM)**

**Total Marks: 1**

**The difference in the entrepreneurial and managerial domains has contributed towards an increase interest in:**

**Select correct option:**

**Forming new firms**

**Partnership**

**Intrapreneurship**

**Private firms**

**Quiz Start Time: 04:08 PM**

**Time Left**

**88**

**sec(s)**

**Solved By Afaaq( Start time: 04:14:11 PM)**

**Total Marks: 1**

**The commitment of administrative domain to the resources is for:**

**Select correct option:**



**Periodic intervals**

**Total amount needed**

**For certain tasks**

**For long time**

Solved By Afaaq( Start time: 04:15:06 PM)

Total Marks: 1

The assessment of the needed resources by the entrepreneur starts with:

Select correct option:

**An appraisal of the entrepreneur's present resources**

An assessment of economic conditions of the country

A scanning of friends and family for funds

A survey of banks and other financial institutions in the area

Solved By Afaaq( Start time: 04:15:50 PM)

Total Marks: 1

The entrepreneur must possess the abilities:

Select correct option:

Creative

Conceptualization

Understanding environment

**All of the given options**

MC100200919 : Ome-Rubab

Quiz Start Time: 04:08 PM

Time Left  
88  
sec(s)

Solved By Afaaq( Start time: 04:16:27 PM)  
Total Marks: 1

In some countries, point of purchase displays are not allowed in retail stores. Such differences are studied by international entrepreneurs under \_\_\_\_\_ environment.

Select correct option:

Economic

Political

**Cultural**

Technological

Solved By Afaaq( Start time: 04:17:16 PM)

Total Marks: 1

An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?

Select correct option:

Supplier

**Retailer**

Competition

Government bureau

Solved By Afaaq( Start time: 04:18:04 PM)

Total Marks: 1

Which one of the following describes the statement “the time span available for creating the new venture”?

Select correct option:

**Opportunity Analysis**  
(not sure,)

Window of opportunity

Opportunity assessment

Opportunity identification  
Quiz Start Time: 04:08 PM

Time Left  
88  
sec(s)

Solved By Afaaq( Start time: 04:19:13 PM)  
Total Marks: 1

The startups which rarely go public are called:

Select correct option:

Life style

Foundation Company

Small company

High potential venture

Quiz Start Time: 04:08 PM

Time Left  
88  
sec(s)

Solved By Afaaq( Start time: 04:19:54 PM)

Total Marks: 1

Which of the following has multistage commitment of resources with minimal exposure at each stage?

Select correct option:

Managerial domain

Entrepreneurial domain

Intrapreneurial domain

**All of the given options**

**MGT602 – Entrepreneurship Online Quizzes mega files Solved by Afaaq**

**Remember Me In Your Prayers**

**Best regard's**

**Muhammad Afaaq**

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**If u like me than raise your hand with me**

**If not then raise ur standard**

**That's about me ... !**