PCE-II Assignment 1 -Quiz on Business Proposals

Total points   7/10   ❓

Department Of Information Technology Engineering .
Sem-V - IT, 2022-2023
Assignment 1- Business Proposal

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Q1) Business Proposal is basically - *   1/1

🔘 a sales document

⭕ an invitation

⭕ a complaint document

⭕ None of the above

Q2) Solicited business proposals are requested by a prospective client. *   1/1

◉ Yes

○ No

○ Maybe

Q3) With unsolicited business proposals, you approach a potential customer *1/1
with a proposal, even if they don't request one, to gain their business.

◉ Yes

○ No

○ Maybe

Q4) Based on the source the proposals can be classified as - *   0/1

○ Solicited & Unsolicited

◉ Internal & External

○ Both of the above

○ None of the above

Correct answer

◉ Solicited & Unsolicited

Q5) Based on the target audience the proposals can be classified as - *   0/1

(●) Solicited & Unsolicited

(○) Internal & External

(○) Both of the above

(○) None of the above

Correct answer

(●) Internal & External

Q6) A business proposal is a document that gives a roadmap that outlines   *1/1
about the specific project, product, or service. It helps pitch the business to a
potential client or investor.

(●) agree

(○) disagree

(○) partially agree

(○) none of the above

Q7) RFP - in business proposal this term means *   1/1

(●) Request For Proposal

(○) Ready For Purchase

(○) none of the above

Q8) The Need of Executive summary in the proposal is *   1/1

○ To provide an over view

○ To summarize

○ To encapsulate the main points

◉ All of the above

○ None of the above

Q9) A written offer to solve a technical problem or to undertake a project of a   *1/1
practical or theoretical nature. This statement rightly represents -

◉ a business proposal

○ a business report

○ none of the above

○ both of the above

Q10) The testimonials of your customers can be presented in which of the   *0/1
following section of the business proposal?

○ Appendix

○ Introduction

○ budget

◉ statement of need

Correct answer

◉ Appendix