

Quiz 5: Ch.11

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|------|-------|----|---|----|---|------|-------|
| 截止时间 | 无截止时间 | 得分 | 8 | 问题 | 8 | 时间限制 | 30 分钟 |
|------|-------|----|---|----|---|------|-------|

尝试历史记录

| | 尝试 | 时间 | 分数 |
|----|-------------|------|-----------|
| 最新 | <u>尝试 1</u> | 5 分钟 | 8, 满分 8 分 |

此测验的分数： 8, 满分 8 分
提交时间 11月20日 21:59
此尝试进行了 5 分钟。

问题 1

1 / 1 分

What are the two types of deliverables of a proposal?

☐ Research and fundings

☐ Products and project

☒ Research and products/service

☐ Report and research

正确!

问题 2

1 / 1 分

Which of the following is an important part of persuading readers of a proposal that you can complete the proposed work successfully?

☒ You must show readers that you understand their needs and that they can trust you to do a good job.

正确!

- ☐ You must show readers that you are enthusiastic.
- ☐ You must show readers that you understand how to submit the proposal.
- ☐ You must show readers that you sympathize with their frustrations.

问题 3

1 / 1 分

Which of the following is **not** a purpose of the proposal?

- ☐ To propose a solution to a problem
- ☐ To convince readers to take some sort of action
- ☐ To convince readers that you are able to deliver the results
- ☒ To instruct readers how to do something

正确!

问题 4

1 / 1 分

All of the following should be addressed in the introduction of a proposal **except**

- ☐ The problem that you seek to address
- ☐ The purpose of the proposal
- ☒ The cost of the proposed solutions
- ☐ The background and scope of the proposal

正确!

问题 5

1 / 1 分

What is the typical length of the summary/ abstract of a proposal?

正确!

- ☒ 250 words
- ☐ 500 words
- ☐ 750 words
- ☐ 100 words

问题 6

1 / 1 分

Where should the reference list be placed in a proposal?

正确!

- ☐ After the appendix
- ☒ Before the appendix

问题 7

1 / 1 分

All of the following should be included in the front matter of a proposal **except**

正确!

- ☐ Cover page
- ☐ Abstract/summary
- ☒ Introduction
- ☐ Letter of transmittal/memo

问题 8

1 / 1 分

What is a good approach to demonstrate that your solutions are feasible and realistic?

- ☐ Repeat your points using different phrasing
- ☐ Write in a confident tone
- ☐ Emphasize your expertise and experience
- ☒ Draw on research, data, and examples to support your ideas

正确!

测验分数: 8, 满分 8 分