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Quiz 10: Week 10 Quiz

Due Dec 5 at 11:59pm Points 20 Questions 20
 Available Nov 22 at 12am - Dec 5 at 11:59pm Time Limit 30 Minutes

Submission Details:

Time: 8 minutes
 Current Score: 19 out of 20
 Kept Score: 19 out of 20

Instructions

⌚ Learning Outcome Addressed

- Prepare any type of Business Report or Proposal.

It is now time to assess your understanding of the concepts covered so far in this module.

Quiz Instructions

- The time limit for this quiz is 30 mins. Kindly complete and submit this quiz within this time.
- You have only one attempt to answer the quiz.
- All quiz attempts must be attempted by **Friday, December 5, 2025, by 11:59PM IST**.
- The correct answers will be displayed after quiz submissions deadline.

Note: This is a graded quiz and counts towards programme completion.

This quiz was locked Dec 5 at 11:59pm.

Attempt History

Attempt	Time	Score
LATEST	Attempt 1	8 minutes 19 out of 20

Score for this quiz: 19 out of 20

Submitted Nov 23 at 11:13am

This attempt took 8 minutes.

Question 1	1 / 1 pts
Which of the following is a common mistake/mistakes in business proposal writing?	
<input checked="" type="radio"/> All of the above <input type="radio"/> Lack of clarity and structure <input type="radio"/> Over-hyping the proposal <input type="radio"/> Focusing too much on the competition	
 <div style="border: 1px solid #ccc; padding: 5px; width: fit-content;">That's correct!</div>	

Question 2	1 / 1 pts
Why is it important to avoid over-hyping a business proposal?	
<input checked="" type="radio"/> It damages credibility <input type="radio"/> It increases costs	

- It attracts more clients
- It enhances professionalism

That's correct!

Question 3

1 / 1 pts

What is the primary focus of a SWOT analysis in a business proposal?

- Technical specifications
- Financial projections
- Internal and external factors affecting operations
- Design considerations

That's correct!

Correct!

Question 4

1 / 1 pts

What is the expected outcome of a proposed solution in a technical proposal?

- Decreased efficiency
- Improved efficiency, increased revenue, or other specific results
- Increased risks
- Lack of clarity in vision

That's correct!

Correct!

Question 5

1 / 1 pts

In a technical proposal, what is the purpose of the conclusion and call to action?

- To focus on personal anecdotes of company executives
- To highlight financial projections
- To introduce new technical specifications
- To summarize key points and reiterate the benefits of choosing the company

That's correct!

Correct!

Question 6

1 / 1 pts

What is a key difference between a technical proposal and a business proposal?

- Business proposals are primarily used in the technology industry
- Business proposals are always solicited
- Technical proposals focus on technical aspects, while business proposals focus on value delivery
- Technical proposals focus on financial projections

Correct!

That's correct!

Question 7

1 / 1 pts

Why is it important to address the client's requirements in a business proposal?

- Clients prefer surprises
- It demonstrates understanding and professionalism
- It adds unnecessary details
- It increases costs

Correct!

That's correct!

Question 8

1 / 1 pts

What is the significance of a well-structured business proposal?

- It damages credibility
- It sets the business apart from competitors and provides a competitive edge
- It decreases professionalism
- It confuses the reader

Correct!

That's correct!

Question 9

0 / 1 pts

Why is it essential to focus on the competition in a business proposal?

- It increases costs
- It damages credibility
- It enhances professionalism

You Answered

Correct!

Correct Answer

- It makes the proposal seem incomplete and lacking in research

That's incorrect! Revisit the videos for this week.

Question 10

1 / 1 pts

What does a business proposal provide a detailed breakdown of?

- Financial projections
- Historical events
- Costs associated with the project, including labor, materials, and other expenses
- Personal anecdotes

That's correct!

Correct!

Question 11

1 / 1 pts

What is the main purpose of an executive summary in a technical proposal?

- To capture the reader's interest and emphasize the proposed technical solution's unique value proposition
- To highlight the company's history
- To provide detailed technical specifications
- To present financial projections

That's correct!

Correct!

Question 12

1 / 1 pts

What role does a business proposal play in establishing a new venture or expanding an existing one?

- It provides a roadmap for the company and outlines goals and objectives
- It decreases professionalism
- It increases risks
- It focuses on personal anecdotes

That's correct!

Correct!

Question 13

1 / 1 pts

What is a business proposal primarily designed for?

- Budget planning
- Attracting potential clients or partners
- Internal communication
- Employee training

That's correct!

Correct!

Question 14

1 / 1 pts

Which industry is a technical proposal primarily used in?

- Technology
- Agriculture
- Fashion
- Culinary

That's correct!

Correct!

Question 15

1 / 1 pts

What are the benefits of submitting a business proposal?

- Competitive disadvantage
- Professionalism, efficiency, and a competitive advantage
- Increased risks
- Lack of clarity in vision

That's correct!

Correct!

Question 16

1 / 1 pts

What is the key difference between a technical proposal and a business proposal?

- Business proposals are always unsolicited
- Technical proposals focus on personal anecdotes
- Technical proposals focus on the value a business can deliver
- Business proposals focus on technical aspects

That's correct!

Correct!

Question 17 1 / 1 pts

What is the main purpose of a SWOT analysis in a business proposal?

- To showcase weaknesses and downplay strengths
- To identify internal and external factors affecting operations
- To increase risks
- To focus on financial projections

That's correct!

Correct!

Question 18 1 / 1 pts

What is a potential benefit of using a business proposal template?

- Streamlining the sales and bid process
- Decreased professionalism
- Lack of clarity
- Increased costs

That's correct!

Correct!

Question 19 1 / 1 pts

What is the purpose of a technical proposal in the sales and project acquisition process?

- To transform technical details into a persuasive proposal
- To ignore potential risks
- To provide personal anecdotes
- To downplay the company's expertise

That's correct!

Correct!

Question 20 1 / 1 pts

What does a business proposal serve as for a company?

- A technical manual
- A historical document
- A roadmap
- A personal diary

Correct!

That's correct!

Quiz Score: **19** out of 20

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