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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.

Correct!

Question 1

1 / 1 pts

Which of the following is a common mistake/mistakes in business proposal writing?

☒ All of the above

☐ Lack of clarity and structure

☐ Over-hyping the proposal

☐ Focusing too much on the competition

That's correct!

Correct!

Question 2

1 / 1 pts

Why is it important to avoid over-hyping a business proposal?

☒ It damages credibility

☐ 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

Correct!

That's 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

Correct!

That's 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

Correct!

That's 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 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

Correct!

That's 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

Correct!

That's 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

Correct!

That's 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

Correct!**That's correct!****Question 14**

1 / 1 pts

Which industry is a technical proposal primarily used in?

- ☒ Technology
- ☐ Agriculture
- ☐ Fashion
- ☐ Culinary

Correct!**That's 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

Correct!**That's 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

Correct!**That's 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

Correct!

That's 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

Correct!

That's 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

Correct!

That's 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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