1) In the entrepreneurial world, new ideas and opportunities are evolving. What is the ability to create new things, invest in new enterprises and expand business?  
a. Creativity  
b. Entrepreneurship  
c. Manufacturing  
d. Producing

2) Alvin has transferred to a new locality. He observed that there is an opportunity for him to put up his own business since he has enough capital and very much interested to the idea. Which of these factors must he possess so that he will not rely on the services of the employees?  
a. Markets  
b. Manpower  
c. Supply of resources  
d. Knowledge/Skills

3) Management functions and principles play a very critical role in running a business. What principle of planning specifies that the objectives of an entrepreneur should match the needs of the society?  
a. must be realistic  
b. must be based on felt needs  
c. must focus on dealing with a crisis  
d. must start with a simple project

4) Entrepreneurs use various management tools to succeed in a business. What management tool is used to analyze business opportunities?  
a. Environmental scanning  
b. Market study  
c. Market survey  
d. SWOT

5) When an entrepreneur communicates with people through interviews, observations and advertisement on what is new, what entrepreneurial activity does he/she engage?  
a. Statistical study  
b. Marketing study  
c. Entrepreneurial scanning  
d. Environmental scanning

6) There are P's in preparing market research. Which P in marketing is designed to communicate the product to customers?  
a. Place  
b. Price  
c. People  
d. Promotion

7) The site of the business enterprise is one of the requirements of entrepreneurship. Which of the following is the most important in choosing the best location for the business?  
a. access to supplies and raw materials  
b. clean, decent and peaceful environment  
c. less competitors in the area  
d. enough capital to pay space rental

8) Which term refers to people, institutions or organizations for whom the business is designed?  
a. sample  
b. population  
c. market  
d. society

9) Which one is not included in planning a business?  
a. how and when to do it  
b. how to increase profits  
c. what to expect in the future  
d. what to do

10) What is the benefit of business planning wherein the entrepreneur determines whether the business is profitable or not?  
a. minimize cost production  
b. detect the weakness of the business  
c. eliminate business risk  
d. estimate sales

11) What is thinking ahead of objectives, strategies, financing, production, marketing, profit proposal and growth facilities?  
a. forecasting  
b. managing  
c. planning  
d. projecting

12) Business enterprises should operate in a dynamic environment in order to survive. What kind of environment includes technological, social and ethical/political factors?  
a. Macro environment  
b. Micro environment  
c. Technological environment  
d. Social environment

13) Mr. Silva purchased a right to operate an already established business, what type of retail ownership is it?  
a. Corporate  
b. Franchise  
c. Independent  
d. Single-store-ownership

14) Who among the following is the principal actor of the production?  
a. Entrepreneur  
b. Customer  
c. Production manager  
d. Worker

15) These are the perishable tangible used in the production process.  
a. Financial resources  
b. Human resources  
c. Information resources  
d. Material resources

16) Which method of establishing a business starts from scratch?  
a. buy-out  
b. franchising  
c. loan  
d. start-up

17) What brief description of the market describes the buyers and users of the product and the area of dispersion?  
a. market analysis  
b. market dispersion  
c. marketing  
d. market study

18) It is a type of organization wherein a superior delegates authority to a subordinate.  
a. committee type  
b. functional type  
c. line type  
d. line and staff type

19) Which is one disadvantage of a functional type of organization?  
a. Morale is likely to be low when discipline is weak.  
b. Each manager is supreme in his own field.  
c. It is difficult to secure executives and superiors with an all around knowledge.  
d. There is greater flexibility.

20) What type of product, as designed, produced and marketed by the seller?  
a. Licensed brand  
b. National brand  
c. Private label brand  
d. Trademark

21) Which of the following is the correct definition of the term "entrepreneur"? A person who \_\_\_\_\_\_\_\_.  
a. pursues opportunity without regard to resources  
b. starts a new business with the aim of making a profit  
c. seeks to create value for local communities, people or customer by starting new ventures which exploit new products, processes or markets.  
d. seeks to generate value through creation or expansion of economic activity, by identifying and exploiting new products, processes or markets

22) Which of the following skills are NOT needed by an entrepreneur?  
a. Technical skills  
b. Personal entrepreneurial skills  
c. Working skills  
d. Business management skills

23) Which of the following statement is INAPPROPRIATE in starting a business?  
a. Study the concepts and principles of entrepreneurial skills.  
b. Cope with failures of the business.  
c. Undergo training on entrepreneurial skills.  
d. Know what characteristics are needed to become an entrepreneur.

24) Which of the following is NOT a source of fund for Mr. Fajardo's future business?  
a. Seek assistance from Central Bank of the Philippines.  
b. Borrow money from friends and relatives.  
c. Avail of the government program on financing micro-macro business.  
d. Use part of her retirement benefit.

25) If her business idea is a boutique, what quality of a future entrepreneur is INAPPROPRIATE?  
a. Relaxed  
b. Hard worker  
c. Risk taker  
d. Innovative

ANSWER KEY:

1. B  
2. D  
3. B  
4. D  
5. B  
6. D  
7. A  
8. C  
9. B  
10. C  
11. C  
12. A  
13. B  
14. C  
15. D  
16. D  
17. D  
18. C  
19. A  
20. C  
21. C  
22. C  
23. B  
24. A  
25. A