



ENT300 QUIZ 1 semester 2021/2022 Fundamental Entrepreneuership

Fundamental Entrepreneuership (Universiti Teknologi MARA)



UNIVERSITI TEKNOLOGI MARA
QUIZ 1

COURSE	:	ENTREPRENEURSHIP
COURSE CODE	:	ENT300
EXAMINATION	:	17 DECEMBER 2021
TIME	:	1 HOUR (3.00 pm – 4.00 pm)

INSTRUCTIONS TO CANDIDATES

1. This question paper consists of two (2) parts: PART A (MCQ 20 Questions)
PART B (T / F 10 Questions)
2. Answer ALL questions in **Google Form**
3. GOOD LUCK.

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PART A (40 MARKS)

1. Success in Islam is not measured by the end result, but also the ways of achieving it. Al-Qurtubi outlined the following success of formula, except:
 - A. Qanaah
 - B. Taufik
 - C. Saadah
 - D. Sakinah

2. An entrepreneur who seizes unusual opportunities to obtain financing, equipment, land, work space is an example of an entrepreneur who possess the following competency:
 - A. Information seeking
 - B. Initiative
 - C. Sees and acts on opportunities
 - D. Use of influence strategies

3. Which of the following statements on exemplary conducts practiced by Prophet Muhammad is true?
 - A. To grow and develop capital and profit for own self.
 - B. Take care of poor and needy.
 - C. Using influence for self-interest.
 - D. Practice luxurious way of life.

4. An entrepreneur is a person with high need for achievement refer to:
 - A. Persistent to obtain goal and put effort when do the tasks.
 - B. Evaluate alternatives before making a decision.
 - C. Uses influential people as agents to accomplish own objectives.
 - D. Personally undertakes market research, analysis or investigation

5. A successful entrepreneur does not easily become disappointed by any difficulties faced in the competitive marketplace. The following entrepreneurial characteristic is referred as:
- A. Fear of failure
 - B. Internal locus control
 - C. Calculated risk taking
 - D. Tolerance of failure
6. One of these statements is TRUE:
- A. The entrepreneurship process aided by collaborative network in government and foreign institution
 - B. According to David McClelland, entrepreneurs are individuals who actively form or lead their own business and nurture them for growth and prosperity.
 - C. Small business provide services that the large company has neglected or lack of economy scale for the large company to serve
 - D. An entrepreneur can successfully influence and force others to buy a product or services
7. Which statement the best to describe "entrepreneurship":
- A. Knowledgeable individual and instrumental in the development of a city-state where enterprise will emerge.
 - B. Economic agent who transform resources into products and services
 - C. Process of innovation and new venture creation through four dimension of an individual, organization, environment and institutions.
 - D. Solely for profit and accumulation of assets and wealth.
8. Which of the following is the practice of doing business according to Islamic principle?
- A. Hoarding
 - B. Deception
 - C. Uncertainty of product and services
 - D. Perfect competitive market

9. Which of the following are not the importance of entrepreneurship?
- A. To serve large corporation
 - B. To meet demand and needs of consumer
 - C. Increase revenue and tax to the government
 - D. Create job opportunity
10. _____ is a technique where all possible aspects of a problem are examined. It takes a process of breaking the problem down into smaller and smaller bits and seeing what you discover when you do.
- A. Lateral thinking
 - B. Problem reversal
 - C. Attribute listing
 - D. Brainstorming
11. Which of the followings are not considered as common characteristics of creative entrepreneurs?
- A. Dedicated and motivated
 - B. Rigid to change
 - C. High risk taker
 - D. Curious and try to solve the problem.
12. Elon Musk is an entrepreneur and working to revolutionize transportation both on Earth, through electric car maker Tesla. This is an example of
- A. Incremental innovation
 - B. Descriptive innovation
 - C. Architectural innovation
 - D. Radical innovation

13. _____ is defined as a situation that enables an entrepreneur to offer marketable products or services to interested buyers or end users.
- A. Opportunity
 - B. Innovation
 - C. Entrepreneurship
 - D. Marketing
14. Which of the following is NOT the process of identifying a business opportunity?
- A. Select a business opportunity and prepare a business plan.
 - B. Identify the needs and wants of customers.
 - C. Select one product or service in a particular market.
 - D. Business opportunities screening.
15. Besides scanning the environment for business opportunity an entrepreneur has to identify his own capabilities. Which of the following is NOT the capability that needs to be considered?
- A. Knowledge and skills
 - B. Community values
 - C. Networking
 - D. Experience
16. Technopreneurship offers unlimited online opportunities. Which of the following examples is NOT related to technopreneurship?
- A. Sell short pants using Instagram
 - B. Post free sample to customer
 - C. Cyber business
 - D. Introduce website to customer

17. Which of the following is NOT the criterion of chosen a business opportunity?
- A. High competition
 - B. Good fit between the entrepreneur and opportunity
 - C. Profitable
 - D. Conforms with laws and regulation
18. The disadvantage of family business is?
- A. Conflict of interest.
 - B. The debt will be bear by other family members.
 - C. New generation of ideas.
 - D. Dividing profit among family members.
19. These businesses below are using franchise concept, EXCEPT?
- A. Mac Tools.
 - B. Subway.
 - C. Skechers.
 - D. Ali Baba.
20. An application shall be submitted to State through Suruhanjaya Koperasi Malaysia (SKM) as a procedure to registration of?
- A. Company.
 - B. Business.
 - C. Cooperation.
 - D. None of these answers.

PART B (10 MARKS)

1. One of the strategies to enhance creativity is to recognize and eliminate blockages to creativity.
2. Boss practice autocratic management is one of example emotional blocks.
3. Creativity is the ability to use imagination to develop new ideas, new things or new solution.
4. Just-in-time, or JIT, is an inventory management method in which goods are received from suppliers only as they are needed. JIT is an example of technological innovation.
5. The third creative process is incubation process which allow creativity to spur by breaking-away from problem and letting the subconscious mind work on it.
6. Social problems in the community could be observed and might lead to business opportunity.
7. Business opportunity developed when entrepreneur can create and add value the product or services to customer.
8. A competitor is one of the mechanisms to identify business opportunity.
9. Observing changes in the environment is one of the approaches to solve the problem.
10. Business opportunity is coming from the internal environment which can be controlled.

END OF QUESTION PAPER