

## BUSINESS PLAN EXAM

Duration : 1h30m

Name & Surname : .....

**Circle the correct answer (choose only one choice)**

1-The business plan is a:

- A. Roadmap that details where the business is going and how to get there.
- B. Written document that only describes the ownership of the business.
- C. Written document that describes the financial aspects of the business.
- D. A strategic intelligence system that maintains the organization's market position.

2-Having a good business plan will help businesss :

- A. Maximize risks
- B. Reduce profit
- C. Minimize risks of failure
- D. None of the above

3-Which one of the following is not a part of the business plan :

- A. Business Profile
- B. Operations Plan
- C. Economic Plan
- D. Marketing plan

4-What are the objectives of forming the business ?

- A. Get a government job
- B. Achieving financial independence
- C. Spending time
- D. All of the above

5-A summary of market analysis with a focus on the market opportunities for the products :

- A. The financial plan
- B. The marketing plan
- C. The daily plan
- D. None of the above

6-The product description describes :

- A. The features of the product
- B. The unique selling points offered by your product
- C. How your product satisfies client needs
- D. All of the above

7-The market description explains

- A. Your target customers
- B. An analysis of your competitors
- C. Both of them
- D. None of the above

8-Marketing strategy includes policies known as :

- A- The 4Ps
- B- The 5Ps
- C- The 7Ps
- D- The 10Ps

9-the main message(s) that you will communicate in your promotional activities :

- A. Environmental benefit
- B. Social benefit
- C. Economic benefit
- D. All of the above

10-Intermediary means that the type of distribution is the :

- A. Mixed one
- B. Direct one
- C. Indirect one
- D. All of the above

11-Pricing policy depends on the :

- A. External factors

- B. Internal factors
- C. Global factors
- D. All of the above

12-The operations plan presents how the business will ensure in the whole operations the :

- A. Product quality
- B. Product productivity
- C. Product safety
- D. All of the above

13-The Management Plan describes :

- A. The business structure
- B. The human resources
- C. The skills needed
- D. All of the above

14-The organization chart is a diagram showing :

- A. The risks of the business
- B. The performance of the business
- C. The structure of the business
- D. None of the above

15-The financial plan demonstrates that the proposed business is a :

- A. Failed investment
- B. good investment
- C. Bad investment
- D. Small investment

16-The Cash Flow consists of :

- A. Cash In and Cash Out
- B. Cash on and cash off
- C. Cash up and cash down
- D. Cash flow and cash saving

17-To prepare an income statement, you need to know how to compute

- A. Cost and income
- B. Margin and Return
- C. Value and Expenses
- D. Profit and loss

18-In the balance sheet :

- A. Assets equals liabilities minus equity
- B. Assets equals liabilities times equity
- C. Assets equals liabilities plus equity
- D. None of the above

19-Why do you need a business plan?

- A. To explain your idea
- B. The ability to get financing.
- C. To set objectives and goals for the business
- D. All of the above

20-How a company will make customers aware of its products

- A. Management plan
- B. Marketing Plan
- C. Industry Overview
- D. Growth Plan

21-Which section of a business plan is generally first but written last ?

- A. Business description and vision
- B. Executive summary
- C. Organization and management
- D. Operations plan