



Own Business Management.d(1)

- 1 Which type of business ownership provides limited liability for the owner(s)?
- 2 One advantage of a general partnership over a sole proprietorship is a general partnership
- 3 A business owner with unlimited liability
- 4 A country's rules of business etiquette reflect
- 5 Entrepreneurs who learn the social etiquette of a different culture
- 6 In a negotiation, it is important to focus on
- 7 Failing to manage your time can lead to some consequences, like
- 8 Which of the following is a true statement?
- 9 Which word means determine the order for dealing with (a series of items or tasks) according to their relative importance?
- 10 What does the R in S.M.A.R.T goals stands for?
- 11 What is the definition of an entrepreneur?
- 12 Which of the following is NOT true about an entrepreneur?
- 13 What role do entrepreneurs play in economics?
- 14 Which of the following is not a risk for an entrepreneur?
- 15 Being an entrepreneur involves risks as well as rewards. Which of the following is a risk of being an entrepreneur?
- 16 What is possibly the biggest reward of becoming an entrepreneur?
- 17 As an entrepreneur, the amount of time you spend working is typically
- 18 What percentage of business owners use their own money to start the business?





- 19) An experienced person who volunteers to provide free guidance, tutoring, and suggestions to younger individuals is called a(n)
- 20) A natural ability to do a particular type of work or activity well is called
- 21) Being opportunity focused means you never lose sight of:
- 22) When considering a new opportunity, what should be the first consideration?
- 23) What is a Patent?
- 24) Which of these options best describes opportunity cost?
- 25) What is a cost-benefit analysis?
- 26) What is a trade-off?
- 27) The period you must act on a business opportunity before it disappears is called the
- 28) What is a vision statement?
- 29) Which of the following is true about a business plan?
- 30) The Business Plan of a for-profit company typically focuses on?
- 31) What is Inclusion?
- 32) What does the concept of diversity in the workplace refer to?
- 33) Organizational Diversity Initiatives should fit in with the:
- 34) Which of the following terms describes the natural abilities individuals are born with?
- 35) Which of the following is NOT a quality of collaboration?
- 36) Which is NOT true of great leaders?
- 37) Which of the following is NOT true of teamwork in the workplace?
- 38) Which of the following terms allows individuals to use their understanding of others to choose how they think and act?





- 39 A good decision is...
- 40 The decision-making model will help you to:
- 41 As an entrepreneur, you may find that indirect competitors
- 42 Competitors should be analyzed concerning their:
- 43 The most important way to maintain customer loyalty is
- 44 What is a good way to attract customers from competitors?
- 45 A leadership plan that achieves a specific set of goals or objectives is called
- 46 Coca-Cola decided to sell their brand of mineral water called Dasani in the Malaysian market. This is an example of what type of business strategy
- 47 A product or service that an organization's customers place a greater value on than similar offering from a competitor is the definition of:
- 48 ... costs mean manipulating costs to make customers reluctant to switch to another product
- 49 When a company develops unique differences in its products or services with the intent to influence demand it is called
- 50 Which of the following is not an example of data that would be included in a B2C customer profile?
- 51 This is needed when business processes include some form of automation and information technology
- 52 What does ERP stand for?
- 53 What is at the heart of any ERP system?
- 54 In a process-oriented organization, who is directly accountable for poor performance of a process?
- 55 What is the primary difference in an organization before and after an ERP installation?
- 56 Complete the sentence: A business plan...





- 57) Which part of the business plan explains the process of attraction of customers to your business and how you determined the appropriate customers?
- 58) What are the disadvantages of creating a business plan?
- 59) What part of the plan focuses on what you are selling and the benefits that the customers will receive (the cost of the marketed items/acts)?
- 60) Common features of e-commerce include:
- 61) The core values, beliefs, and assumptions that are widely shared by members of an organization are termed:
- 62) Organization culture consists of the core values, beliefs, and assumptions that are widely shared by members of an organization. What purpose does it serve?
- 63) Which of the following is not the objectives of giving an effective evaluation?
- 64) Nonverbal communication when people look at each other in the eyes
- 65) Type of speech where the speaker is showing the audience how to make or do something
- 66) Information about the outcomes of past or present activities or a system's operations results is best described as ...
- 67) What is creativity?
- 68) ... is a payment system that rewards people for who meet set targets over a period
- 69) Isaac feels like his hard work is never recognized. Which level of needs (Maslow) is not being satisfied?
- 70) Which of the following does NOT demonstrate creativity and resourcefulness?
- 71) A program of one-to-one collaboration between a certified external expert and a manager for developing the leadership skills of the latter is called
- 72) The initial training effort to inform the new managers about the company, the job, and the work group is known as
- 73) The development technique which educates the trainees about the need for and the techniques of prioritizing the situations for decision-making is called





- 74) How can you describe the thinking and outlook of transformational leaders?
- 75) What are the key characteristics of transactional leaders?
- 76) Strategic planning for change is ...
- 77) Change process that involves Design, Develop and Deliver is ... side of change
- 78) The three stages of the Organizational change process are
- 79) Successful businesses are those that can:
- 80) Which of the following is the best explanation of business process reengineering?

