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MGT602 GRAND QUIZ

Q1: All of the following factors support the intrapreneurial environment EXCEPT:

- ❖ NO opportunity parameters
- ❖ Top management support
- ❖ **Failure not allowed**
- ❖ New ideas encouraged

Q2: Which one of the following factor decides the expansion and elimination of intrapreneurial units will organization?

- ❖ Management
- ❖ Evaluation
- ❖ **Reward**
- ❖ Training

Q3: In which of the following entrepreneur operates a business using the trademark and agrees to pay a fixed sum for use of the trademark?

- ❖ Turn key project
- ❖ Copyright collaboration
- ❖ **Franchising**
- ❖ Trade secrets sharing

Q4: Idea of new product is tested in potential consumers to determine consumer acceptance at ----- stage.

- ❖ **Concept**
- ❖ Product development
- ❖ Test marketing
- ❖ Commercialization

Q5: Sparkle toothpaste introduces its toothpaste by making its powder obsolete , this acted is called:

- ❖ Creative construction
- ❖ **Destructive obsolescence**
- ❖ Innovative destruction
- ❖ Creative destruction

Q6: All of the following are the characteristics which make an entrepreneur successful and it should be adopted by the entrepreneurs,Except:

- ❖ Understanding the environment
- ❖ Discouraging bureaucratic environment
- ❖ **Discourage open discussion**
- ❖ Creating management option

Q7: Which of the following activities a traditional manager perform?

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- ❖ Centralized decision making
- ❖ Controlled flow of information
- ❖ Reactive approach in problem solving
- ❖ All of the given option

Q8: which of the following is the next stage to the product development stage of product planning and development process?

- ❖ Idea stage
- ❖ Concept stage
- ❖ Test marketing stage
- ❖ Commercialization stage

Q9: GATT stands for:

- ❖ General agreement on tariffs and trade
- ❖ General agreement on trade and treasure
- ❖ General agreement on tariffs and treasure
- ❖ General agreement on the trade services

Q10: Which of the following perspective of business plan sound financial projections?

- ❖ Entrepreneur perspective
- ❖ Marketing perspective
- ❖ Investor perspective
- ❖ All of the given option

Q11: which of the following factor helps the companies most to the flexible in adopting changes.

- ❖ Management decisions
- ❖ Customers relation
- ❖ Technology
- ❖ Productivity

Q12: Which of the following is the intrapreneurial leadership characteristic?

- ❖ Strategic planning
- ❖ Encourage the team work
- ❖ Persistency
- ❖ All of the given option

Q13: Trademark which shows another meaning in a certain language is classified as :

- ❖ Coined mark
- ❖ Arbitrary mark
- ❖ Suggestive mark
- ❖ Descriptive mark

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Q14: External forces directly affect all of the following to a business setup , except:

- ❖ Segmentation strategies
- ❖ Products range
- ❖ **Management structure**
- ❖ Businesses diversification

Q15: Which of the following actually affects the valuations of currency of a part particular country?

- ❖ Barter system
- ❖ Population
- ❖ **Balance of payment**
- ❖ Production factors

Q16: Which of the following source ideally provides formal and information survey feedback as source of new idea?

- ❖ **Consumers**
- ❖ Existing companies
- ❖ Distribution channels
- ❖ Federal government

Q17: Which of the following perspective of business plan considers the venture through the eyes of the customer?

- ❖ Entrepreneur perspective
- ❖ **Marketing perspective**
- ❖ Investor perspective
- ❖ All of the given option

Q18: A small venture that supports the owners and usually does not grow is termed as:

- ❖ Foundation company
- ❖ Gazelle
- ❖ **Lifestyle firm**
- ❖ Base firm

Q19: Which of the following is the need tha truly compliments the desire to be your own boss.

- ❖ **Need money**
- ❖ Need of achievement
- ❖ Need of independence
- ❖ Need of dependence

Q20: ----- spirit very impotent for making innovation and growth in an organization .

- ❖ Managerial
- ❖ Entrepreneurial
- ❖ **Intrapreneurial**
- ❖ Organization

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Q21: The successful intrapreneurs possess all the following individual characteristics EXCEPT;

- ❖ Understanding the environment
- ❖ **Being visionary**
- ❖ Being inflexible
- ❖ Encouraging open discussion

Q22: Which one of the following culture has a climate and reward system that favors conservation decision making

- ❖ Entrepreneurial
- ❖ Intrapreneurial
- ❖ **Corporate**
- ❖ Open cultur

Q23: Which of the following country is a major entrepreneurial center?

- ❖ France
- ❖ Poland
- ❖ **Hong kong**
- ❖ Japan

Q24: Entrepreneurs ability to meet debt and interest payment is tagged as -----among the Cs.

- ❖ Character
- ❖ Collateral
- ❖ Contribution
- ❖ **Cash flow**

Q25: All of the following factors support the intrapreneurial environment EXCEPT :

- ❖ **No opportunity parameters**
- ❖ Top management support
- ❖ Failure not allowed
- ❖ New ideas encouraged

Q26: Moral support network includes following ,except:

- ❖ Spouses
- ❖ Friends
- ❖ **Business associate**
- ❖ Relatives

Q27: Which of the following is not a part of an intrapreneurial culture?

- ❖ To take responsible and ownership
- ❖ To b rewarded for the action taken
- ❖ To introduce ideas
- ❖ **To limit yourself to the job description**

Q28: which of the following gives -20 year registration with 20-year renewable terms?

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- ❖ Patent
- ❖ Copyright
- ❖ Trademarks
- ❖ Trade secrets

Q29: Which of the following describes the statement ; “method of stimulating ,and then capitalizing on , individuals in an organization who think that something can be done differently and better “

- ❖ Entrepreneurship
- ❖ Intrapreneurship
- ❖ Managerial domain
- ❖ Administrative domain

Q30: In which source of new idea , laws and regulation of country help to generate new ideas?

- ❖ Existing companies
- ❖ Distribution channels
- ❖ Federal government
- ❖ Research and development

Q31: North American Free Trade Agreement (NAFTA) has been between U.S, Canada and ----- .

- ❖ Cuba
- ❖ Mexico
- ❖ Panama
- ❖ Jamaica

Q32: Which one of the following term best describes a professional money manager who makes risk investment to obtain a high rate of return on the investment ?

- ❖ Entrepreneur
- ❖ Venture capitalist
- ❖ Corporate entrepreneur
- ❖ Intrapreneur

Q33: Which of the following source of new ideas is considered as largest source of new ideas?

- ❖ Existing companies
- ❖ Distribution channels
- ❖ Federal government
- ❖ Research and development

Q34: In which of the following method a new idea is development through a list related issues?

- ❖ Gordon method
- ❖ Checklist method
- ❖ Free association method
- ❖ Collective notebook method

Q35: Which of the following should not be included in the introductory page of the business plan?

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- ❖ Names of business
- ❖ The name of entrepreneurs
- ❖ **Executive summary**
- ❖ Addresses of business

Q36: Which of the following method provides information in a structured format?

- ❖ **Focus group**
- ❖ Brainstorming
- ❖ Reverse brainstorming
- ❖ Problem inventory analysis

Q37: Which of the following section in patent application contains a description of the drawings?

- ❖ Introduction section
- ❖ Claims section
- ❖ **Invention section**
- ❖ None of the given option

Q38: Which of the following is alternatively called as corporate venturing ?

- ❖ Entrepreneurship
- ❖ **Intrapreneurship**
- ❖ Bureaucracy
- ❖ Corporation

Q39: Which of the following precisely refers to the services involving indirect payment for good through another source?

- ❖ Third party payment
- ❖ Non-equity arrangement
- ❖ Third party exports
- ❖ **Third party arrangement**

Q40: All of the following characteristics exist in the firms having traditional culture EXCEPT:

- ❖ Established procedures
- ❖ Lines of authority
- ❖ Control mechanisms
- ❖ **Empowerment**

Q41: Which of the following source ideally provides and in formal survey feedback as source of new idea?

- ❖ **Consumers**
- ❖ Existing companies
- ❖ Distribution channels
- ❖ Federal government

Q42: Which of the following plan completely describes the manufacturing process?

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- ❖ Manufacturing plan
- ❖ Marketing plan
- ❖ Financial plan
- ❖ All of the given options

Q43: Which of the following gives inventor the rightsof using and selling is own invention?

- ❖ Embargo
- ❖ Copyright
- ❖ Quota
- ❖ Treaty

Q44: Which of the following is not covered by federal law but is recognized under common laws in each state?

- ❖ Patent
- ❖ Copy right
- ❖ Trademarks
- ❖ Trade secrets

Q45:which of the following is an unstructured process for generation all possible ideas with criticism allowed?

- ❖ Focus group
- ❖ Brainstorming
- ❖ Reverse brainstorming
- ❖ Problem inventory analysis

Q46:Which of the following set of individuals has the primary motive of independence and ability to advance in the corporate rewards?

- ❖ Traditional managers
- ❖ Entrepreneurs
- ❖ Intrapreneurs
- ❖ Administrative managers

Q47:Which of the following may be a word ,symbol , design, or some combination that identifies the source of certain goods?

- ❖ Patent
- ❖ Copyright
- ❖ Trademarks
- ❖ Trade secrets

Q48:Combining two or more independent companies into a single new company is called as :

- ❖ Joint venture
- ❖ Merger
- ❖ Compartment
- ❖ Nationalization

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Q49: Which of the following factor has allowed small companies to act like they are big ones ?

- ❖ Human resource
- ❖ Finances
- ❖ **Technology**
- ❖ Customers

Q50: Which of the following protects the owner from anyone else making , using selling the identifies innovation ?

- ❖ **Utility patent**
- ❖ Trade mark
- ❖ Trade name
- ❖ Embargo

Q51: Which of the following term best describes the different between the value of a country 's imports and exports?

- ❖ Deficit exports
- ❖ Deficit imports
- ❖ **Balance of payment**
- ❖ Balance of debt

Q52: Giving patent rights in return of royalty to foreign manufacturer is termed as :

- ❖ Franchising
- ❖ **Licensing**
- ❖ Foreign direct investment
- ❖ Internationalization of patents

Q53: Which of the following factor helpsthe companies most to be flexible in adopting changes .

- ❖ **Management deccisions**
- ❖ Customers relations
- ❖ Technology
- ❖ Productivity

Q54: Which of the following plan describes how the products will b distributed, period and promotion ?

- ❖ Manufacturing plan
- ❖ **Marketing plan**
- ❖ Financial plan
- ❖ All of the given options

Q55: which of the following describe the statement"entrepreneurship within an existing organization"?

- ❖ **Intrapreneurship**
- ❖ Entrepreneurship
- ❖ High potential venture
- ❖ Gazelles

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Q 56: which of the analysis will be helpful to get information about your rivals?

- ❖ SWOT Analysis
- ❖ PEST Analysis

❖ **Competitor Analysis**

- ❖ Strategic Analysis

Q 57: which of the following best describe the statement "new product development with significant technological changes"?

- ❖ Iterative synthesis
- ❖ Ordinary innovation
- ❖ **Technology innovation**
- ❖ Breakthrough innovations

Q58: Which of the following term best describes a professional money manager who makes risk investment to obtain a high rate of return on the investment?

- ❖ Entrepreneur
- ❖ **Venture capitalist**
- ❖ Corporate entrepreneur
- ❖ Intrapreneur

Q59: The entrepreneur must possess the abilities of:

- ❖ Creativity
- ❖ leadership
- ❖ understanding environment
- ❖ **all of the given options**

Q60: All of the following are the types of non equity arrangement, except:

- ❖ licensing
- ❖ management contract
- ❖ **direct export**
- ❖ turnkey projects

Q61: Lenders are primarily interested in the entrepreneur's:

- ❖ Personal networking
- ❖ **Ability to pay back loan**
- ❖ Educational capabilities
- ❖ Demographics

Q62: The return and reward of the parent's opportunity is viewed in light of any possible subsequent opportunities comes under which stage of entrepreneurial process?

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❖ Identifying and evaluating the opportunity

- ❖ Development business plan
- ❖ Determine the resources required
- ❖ Manage the enterprise

Q63: Which of the following is the most important element to trigger the necessary changes within an organization ?

- ❖ Team efforts
- ❖ Finance
- ❖ Reward system
- ❖ Top management commitment

Q64: which of the following section in patent application offers all details of possible infringements and their remedies?

- ❖ Introduction section
- ❖ Claims section
- ❖ Invention section
- ❖ Description section

Q65: which of the following option tells about entrepreneurs credit history?

- ❖ Cost
- ❖ Character
- ❖ Collateral
- ❖ Contribution

Q66: which of the following is the objective of GATT as an organization ?

- ❖ Impose imports quotas
- ❖ Liberalize trade by reducing quotas
- ❖ Imposes tariffs
- ❖ Increases tariffs

Q67: which of the following is a comprehensive written document describing all the relevant elements involved in starting a new venture?

- ❖ Business plan
- ❖ Company plan
- ❖ Process plan
- ❖ Marketing plan

Q68: Which of the following is the intrapreneurial leadership characteristics?

- ❖ Strategic planning
- ❖ Encourage the team work
- ❖ Persistency
- ❖ All of the given option

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Q69: The method of exchange without involvement of money is termed as:

- ❖ Barter system
- ❖ Goods trading
- ❖ Resource trading
- ❖ Resource exchange

Q70: Tangible assets appearing in a loan application represent:

- ❖ Revenue
- ❖ Character
- ❖ Contribution
- ❖ Collateral

Q71: An individual need of being his /her own boss is also called as need of:

- ❖ Independence
- ❖ Achievement
- ❖ Affiliation
- ❖ Authority

Q72: In which of the following area, getting education is necessary for the entrepreneur?

- ❖ Finance
- ❖ Marketing
- ❖ Strategic planning
- ❖ All of the given option

Q73: If your equity is more than 50 percent of company's complete shares, then you have :

- ❖ Majority interest
- ❖ Minority interest
- ❖ Full interest
- ❖ Partial interest

Q74: In which of the following method a new idea is development through a list of related issues?

- ❖ Gordon method
- ❖ Checklist method
- ❖ Free association method
- ❖ Collective notebook method

Q75: Which of the following arrangement allow the entrepreneur to enter a market without equality investment in the foreign market ?

- ❖ Equity arrangement
- ❖ No equity arrangement
- ❖ Full equity arrangement
- ❖ Half equity arrangement

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Q76: which of the following culture has a claim and reward system that favors conservative decision making?

- ❖ Entrepreneurial
- ❖ Intrapreneurial
- ❖ **Corporate**
- ❖ Open culture

Q77: Lenders are primarily interested in the entrepreneur's :

- ❖ Personal networking
- ❖ Ability to pay back loan
- ❖ Educational capabilities
- ❖ Demographic

Q78: Which of the following option best describes the attributes of an entrepreneurs internal locus of control ?

- ❖ Self motivation
- ❖ Accomplishment
- ❖ Power of influence
- ❖ **All of the given option**

Q79: which of the following offers moral support network for entrapeneurs?

- ❖ Trade association
- ❖ Professional affiliations
- ❖ **Teacher**
- ❖ Business associates

Q80: Which of the following gives inventor the rights of using and selling his own invention?

- ❖ Embargo
- ❖ Copyright
- ❖ Quota
- ❖ Treaty

Q81: Professional support network includes all of the following ,except :

- ❖ Industry
- ❖ Mentors
- ❖ Trade associations
- ❖ **Friends**

Q82: Atrademark showing no relationship between the mark and the goods and also afford the possibility of expansion , is classified as :

- ❖ **Coined mark**
- ❖ Arbitrary mark
- ❖ Suggestive mark

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- ❖ Descriptive mark

Q83: Which of the following product safety and liability claim can be used when the product was defective prior to its receipt?

- ❖ Negligence
- ❖ Warranty
- ❖ **Strict liability**
- ❖ Misrepresentation

Q 83:suppose an employee of the shoe maker firm suggest the management to introduce a new ladies shoe brand in the market, this act will be called as:

- ❖ Managerial act
- ❖ Entrepreneurial act
- ❖ **Intreprenurial act**
- ❖ Organization act

Q 84:which of the following of business plan should begin with mission statement?

- ❖ Financial plan
- ❖ Executive summary
- ❖ Industry analysis
- ❖ Description of venture

Q 85: the amount paid to the actual inventor by the mere user of a particular intellecutual property is termed as;

- ❖ Loyalty fee
- ❖ Poyalty
- ❖ Rovelty
- ❖ **Licensing fee**

Q85: Entrepreneurs usually confront with the following types of risks

- ❖ Psychological risks
- ❖ Financial risks
- ❖ Social risk
- ❖ **All of the given option**

Q86:Warranty is a type of :

- ❖ **Claim**
- ❖ Restriction
- ❖ Patent
- ❖ Liability

Q87: Following are the guiding principles in a tradition of corporate culture Except:

- ❖ Following the line of command
- ❖ **Achieve target**

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- ❖ Do not fail
- ❖ Take initiative

Q88: Which of the following is not included in four C's of evaluation by the lenders?

- ❖ Character
- ❖ Cost
- ❖ **Continuity**
- ❖ Contribution

Q89: Which of the following is considered in economic and environment analysis study ?

- ❖ Gross national product
- ❖ Disposable income
- ❖ Unemployment
- ❖ **All of the given option**

Q90: Which of the following is an understanding process for generating ideas with criticism allowed?

- ❖ Focus group
- ❖ **Brainstorming**
- ❖ Reverse brainstorming
- ❖ Problem inventory analysis

Q91: Business expansion scheme was introduced in 1983 to provide capital to new business ventures in:

- ❖ U.S
- ❖ **U.K**
- ❖ China
- ❖ Russia

Q93: Which of the following factor has allowed small companies to act like they are big ones?

- ❖ Human resource
- ❖ Finances
- ❖ **Technology**
- ❖ Customers

Q94: Which of the following section in patent application offers all detail of possible infringements and their remedies?

- ❖ Introduction section
- ❖ **Claims section**
- ❖ Invention section
- ❖ Description section

Q95: An entrepreneur into hosiery business found out the reason that his hosiery items were not selling due to its color. What could be the best source of this information ?

- ❖ Supplier
- ❖ **Retailer**

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- ❖ Competition
- ❖ Government bureau

Q96: Which of the following analysis entrepreneur will use to analyze the economic and cultural trends of country ?

- ❖ Industry
- ❖ Environment analysis
- ❖ Competitor analysis
- ❖ SWOT analysis

Q97: Which of the following plan completely describes the manufacturing process?

- ❖ Manufacturing plan
- ❖ Marketing plan
- ❖ Financial plan
- ❖ All of the given option

Q98: Which of the following areas are preferred by women job seekers?

- ❖ Administration
- ❖ Finance
- ❖ Manufacturing
- ❖ Marketing

Q99: In technical sense anything over 50 percent of the equity of the firm is called:

- ❖ Big interest
- ❖ Complete interest
- ❖ Full interest
- ❖ Majority interest

Q100: Which of the following "C" of credit lender represents the amount of personal equity in the whole investment by the entrepreneur?

- ❖ Cost
- ❖ Character
- ❖ Collateral
- ❖ Contribution

Q101: Tangible assets appearing in a loan application represent:

- ❖ Revenue
- ❖ Character
- ❖ Contribution
- ❖ Collateral

Q102: Which of the following creates urge to start a new business:

- ❖ Family
- ❖ Friend

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- ❖ Teacher
- ❖ All of the given option

Q103: The character of an individual describing his /her degree of influence and control on the people is called :

- ❖ Locus of control
- ❖ Motion of control
- ❖ Locus of influence
- ❖ Gain of control

Q104: Which of the following is the part of intellectual property right?

- ❖ Patent
- ❖ Trade mark
- ❖ Trade secrets
- ❖ All of the given option

Q105: Which of the given attribute is least associated with an entrepreneur?

- ❖ Adaptability
- ❖ Innovation
- ❖ Imitation
- ❖ Risk taking

Q106: Patent trademarks and copyright are the generally called :

- ❖ Property rights
- ❖ Actual property rights
- ❖ Real property right
- ❖ Intellectual property rights

Q107: Which of the following term best describes the difference between the value of a country's imports and exports?

- ❖ Deficit exports
- ❖ Deficit imports
- ❖ Balance of payment
- ❖ Balance of debt

Q108: Which of the following choice offers the firm's synergy, competitive advantage and reduction in operational cost of business while expanding in the international market?

- ❖ Acquisition
- ❖ Joint venture
- ❖ Majority interest
- ❖ Indirect exporting

Q109: The least describes factor for an entrepreneur with entrepreneurial finance is :

- ❖ Low interest

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- ❖ High rate of return
- ❖ Fixed interest rate
- ❖ High interest rate

Q110:which of the following country is a major entrepreneurial center?

- ❖ France
- ❖ Poland
- ❖ Hong kong
- ❖ Japan

Q111:Individual who help the entrepreneur in business activities are categorized as:

- ❖ Professional support network
- ❖ Individuals network
- ❖ Market support network
- ❖ Industry support network

Q112:Giving patent rights in return of royalty to foreign manufacture is termed as:

- ❖ Franchising
- ❖ Licensing
- ❖ Foreign direct investment
- ❖ Internationalization of patents

Q 113:moral support network includes following ,expect:

- ❖ Spouses
- ❖ Friends
- ❖ Business associate
- ❖ Relatives

Q 114:time period available for creating a new venture is called :

- ❖ Opportunity window
- ❖ Venture space
- ❖ Business window

Q 115:in which the following region business failure is considered as social disgrace?

- ❖ Far east
- ❖ Europe
- ❖ Central Asia
- ❖ Transition economics countries

Q 116:which of the following does not belong to internal locus of control?

- ❖ Self motivation
- ❖ Accomplishment
- ❖ Power of influence
- ❖ Fate

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Q 117:the technique of developing a new idea by thinking about constraints is called:

- ❖ Big dream approach
- ❖ Gordon method
- ❖ Ground method
- ❖ Matrix charting

Q 118:which of the following factor has allowed small companies to act like they are big ones?

- ❖ Human resources
- ❖ Finances
- ❖ Technology
- ❖ Customers

Q119:licensing a manufacturer giving a foreign manufacture the right to use all of the following,expect:

- ❖ Patent
- ❖ Trademark
- ❖ Technology
- ❖ Investment

Q 119:all of the following factors supports the intrapreneurial environment EXCEPT:

- ❖ No opportunity parameters
- ❖ Top management support
- ❖ Failure not allowed
- ❖ New ideas encouraged

Q 120:which of the following country 's administrative structure discourages innovative entrepreneurship?

- ❖ Singapore
- ❖ Japan
- ❖ American
- ❖ Hong kong

Q 121:which of the following arrangement allow the entrepreneur to enter a market without direct equity investment in the foreign market?

- ❖ Equity arrangement
- ❖ No equity arrangement
- ❖ Full equity arrangement
- ❖ Half equity arrangement

Q 122:which of the following is the part of intellectual property right?

- ❖ Patent
- ❖ Trade marks
- ❖ Trade secrets
- ❖ All given option

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Q 123:which of the following external environment force can easily analyze the market growth rate?

- ❖ Political
- ❖ Social
- ❖ **Economical**
- ❖ Technological

Q124:individuals usually stay away from entrepreneurs due to:

- ❖ Fear of failure
- ❖ Risk factor
- ❖ Financial constraint
- ❖ **All of the given option**

Q 125:which of the following option is most closely associated with entrepreneurial risk taking attribute?

- ❖ Risk aversion
- ❖ Risk management
- ❖ Risk taking
- ❖ **Non of the given options**

Q 126:which of the following is the best method for developeding new idea by looking at the positives and negatives of an item?

- ❖ Free association
- ❖ **Attribute listing**
- ❖ Forced relationship
- ❖ Value analysis

Q 127:all of the following are the characteristics which make an entrepreneur successful,EXCEPT.

- ❖ **Discouraging bureaucratic environment**
- ❖ Discourage open discussion
- ❖ Understanding the environment
- ❖ Creating management options

Q 128:which of the following is a distinctive of reverse brainstorming in comparison of brainstorming method?

- ❖ Low quantity method
- ❖ **Criticism is allowed**
- ❖ Individuals are unaware of problem
- ❖ No time limit

Q 129:which of the following document an entrepreneur should first file to establish a date of conception ?

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- ❖ Patent
- ❖ Disclosure document
- ❖ Statutory report
- ❖ Copyright ballot

Q 130:which one of the following is a method for obtaining new ideas and solution by focusing on problem?

- ❖ Problem inventory
- ❖ Gordon method
- ❖ Checklist method
- ❖ Scientific method

Q 131:which of the following is the formation of a new business in which two firm share the equity?

- ❖ Merger
- ❖ Joint venture
- ❖ Management contract
- ❖ All of the given option

Q 132:the act of selling product to a "foreign sale office " that is located in the host country is an example of:

- ❖ Indirect exporting
- ❖ Direct exporting
- ❖ Bartering
- ❖ Joint selling

Q133:which of the following is the need that truly compliments the desire to be your own boss.

- ❖ Need of money
- ❖ Need of achievement
- ❖ Need of independence
- ❖ Need of dependence

Q 134:if your equity is more than 50%of company complete shares , then you have:

- ❖ Majority interest
- ❖ Minority interest
- ❖ Full interest
- ❖ Partial interest

Q 135:which one of the following is the most valuable factor while bringing in the intrapreneurial culture within an organization ?

- ❖ Economical
- ❖ Technological
- ❖ Political
- ❖ Social

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Q 136:which of the following is a sound strategic option for an organization when its purpose is to get the 100%ownership in the international business operation?

- ❖ Mergers acquisition
- ❖ Joint venture
- ❖ Minority interest
- ❖ Indirect exporting

Q137:which of the following perspective of business plan considers the venture through the eyes of the customer ?

- ❖ Entrepreneur perspective
- ❖ Marketing perspective
- ❖ Investor perspective
- ❖ All of the giving option

Q 138:decision regarding source of business finance for initial venture is exactly made stage of:

- ❖ Organizational planning
- ❖ Financial planning
- ❖ Marketing planning
- ❖ Operational planning

Q 139:which of the following allows the purchasing country to gain foreign expertise without turning ownership over to a foreigner?

- ❖ Turn key project
- ❖ Licensing
- ❖ Direct exporting
- ❖ Management contracts

Q 140:an entrepreneur is one who brings resources ,labor ,material and other assets into combination that marks their value greater than before this view is of:

- ❖ Economists
- ❖ Psychologists
- ❖ Sociologists
- ❖ Scientists

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