

EBM N4 Revision Test 1: Week 1-4

CLASS TEST – 1.5 HOUR – 100 MARKS

SECTION A

[53 MARKS]

QUESTION 1

(27 MARKS)

Choose a description from **COLUMN B** that matches a word/term in **COLUMN A**.

(Write only the letter (A-G) next to the question number (1.1.1-1.1.10) in the ANSWER BOOK.) (10x2) (20)

COLUMN A	COLUMN B
1.1.1 Organising skills	A. They should be realistic enough to realistic that it may take some time to achieve success
1.1.2 Preference for moderate	B. This can be done by evaluating sales figures and comparing these figures with a sale forecast that has been made.
1.1.3 Energetic	C. It is solely up to the entrepreneur to make a success of the business.
1.1.4 Entrepreneurial transition	D. Entrepreneurs may have to manage most of the aspect of the business themselves at beginning.
1.1.5 Confidence	E. Identifies an unfulfilled need and tries to satisfy this need before somebody else does.
1.1.6 The urge/need to achieve	F. Entrepreneur have to work very hard to be successful.
1.1.7 Desire for responsibility	G. It may be that you want to make a change or shift your border of fixed salary and see that your input become your output.
1.1.8 Ability to identify opportunities	H. Entrepreneur have the ability to take risk.
1.1.9 Desire for immediate feedback	I. Any enterprise has many facets that must be managed.
1.1.10 A management incompetence	J. Focus on the unique needs of entrepreneurs so that you understand the different between leadership and management.

1.2 Define the following term:

- Entrepreneur
- Intrapreneurs

(2x2) (4)

1.3 Name 3 reasons for entrepreneur's failure

(3x1) (3)

QUESTION 2

(26 MARKS)

2.1. From your business plan, measure the name you chose against the guidelines for

an appropriate name for a business.

(6)

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DP Hallahan



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