

## TLE 9: QUIZ

### MULTIPLE CHOICE (1–15):

Choose the letter of the correct answer.

1. Which of the following is NOT a Personal Entrepreneurial Competency?
  - a. Risk-taking
  - b. Laziness
  - c. Self-confidence
  - d. Opportunity seeking
  
2. PECs refer to the \_\_\_\_ needed by a successful entrepreneur.
  - a. talents
  - b. hobbies
  - c. competencies
  - d. appearance
  
3. Which PEC involves continuously seeking improvement?
  - a. Risk-taking
  - b. Persistence
  - c. Opportunity seeking
  - d. Demand for efficiency
  
4. Entrepreneurs use PECs to:
  - a. increase salary
  - b. develop business ideas
  - c. apply for a job
  - d. spend money

5. Which of the following best demonstrates "opportunity seeking"?
  - a. Avoiding competition
  - b. Searching for gaps in the market
  - c. Copying existing businesses
  - d. Focusing only on what's trending
  
6. What is the first step in developing a business idea?
  - a. Sell the product
  - b. Conduct a SWOT analysis
  - c. Identify needs and wants
  - d. Register the business
  
7. A good business idea must be:
  - a. expensive
  - b. trendy but impractical
  - c. aligned to customer needs
  - d. copied from others
  
8. Which PEC involves getting things done on time with limited resources?
  - a. Risk-taking
  - b. Efficiency orientation
  - c. Goal setting
  - d. Persistence
  
9. Which of the following methods helps generate new business ideas?
  - a. Watching movies
  - b. Market research

- c. Avoiding trends
- d. Ignoring customer feedback

10. Why is it important to study consumer behavior when developing a product?

- a. To improve packaging
- b. To understand competitors
- c. To align the product to consumer preferences
- d. To meet government requirements

11. Which of the following is MOST related to product development?

- a. Hiring staff
- b. Designing the product
- c. Filing taxes
- d. Registering a logo

12. Which PEC is shown when an entrepreneur continues to work despite failure?

- a. Goal-setting
- b. Persistence
- c. Self-confidence
- d. Opportunity seeking

13. SWOT stands for:

- a. Strengths, Weaknesses, Opportunities, Threats
- b. Sales, Work, Optimization, Targets
- c. Strategy, Work, Options, Time
- d. Strength, Wisdom, Output, Techniques

14. A product that meets customer needs is described as:

- a. luxury
- b. viable
- c. personal
- d. emotional

15. What PEC helps entrepreneurs make informed decisions even in risky situations?

- a. Risk-taking
- b. Patience
- c. Empathy
- d. Generosity

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 **TRUE or FALSE (16–20):**

**Write true if the statement is correct and false if it is not.**

- 16. Entrepreneurs always avoid risk.
- 17. Self-confidence is a vital PEC in business.
- 18. Business ideas should be based solely on current trends.
- 19. Efficiency orientation means completing tasks in a resourceful way.
- 20. The SWOT analysis can help in refining business ideas.

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 **ANALOGY (21–25):**

**Choose the best pair to complete the analogy.**

21. Entrepreneur : Opportunity ::
- a. Chef : Recipe
  - b. Pilot : Plane

- c. Teacher : Chalk
- d. Doctor : Patient

22. SWOT : Business Idea :: PECs :

- a. Employee
- b. Entrepreneur
- c. Promotion
- d. Marketing

23. Market Research : Customer Needs :: Product Development :

- a. Business Registration
- b. Logo Creation
- c. Designing and Refining
- d. Tax Filing

24. Risk-taking : Business Challenges :: Persistence :

- a. Retirement
- b. Job Interview
- c. Failure
- d. Salary

25. Innovation : Product Development ::

- a. Copying : Business
- b. Creativity : Design
- c. Budget : Cost
- d. Expense : Profit

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 **SHORT ESSAY (26–30):**

**Answer briefly but thoughtfully in 3 sentences.**

26-27. Why is it important for entrepreneurs to develop Personal Entrepreneurial Competencies (PECs)?

28-30. In your own opinion, which PEC is most important for success and why?