

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

 **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.

 **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

 **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?