

EXAMINATION PAPER 1

SECTION A

QUESTION 1

- | | | |
|-------|--|---------------|
| 1.1 | Name THREE personal resources of successful entrepreneurs. | 15 × 20 = 600 |
| 1.2 | Name TWO types of data. | 10 × 20 = 640 |
| 1.3 | List FIVE idea-generation techniques. | 15 × 20 = 680 |
| 1.4 | State the purpose of each of the following parts in a business plan: | |
| 1.4.1 | Executive summary | |
| 1.4.2 | Marketing feasibility study | |
| 1.4.3 | Conclusion | |
| 1.4.4 | Financial feasibility study | |
| 1.4.5 | Appendix | 15 × 20 = 680 |
| | | 1200 |

QUESTION 2

Indicate whether the following statements are TRUE or FALSE. Choose the answer and write only 'true' or 'false' next to the question number (2.1–2.10).

- 2.1 The marketing mix consists of price, place, product and promotion.
- 2.2 Personal funds are a form of borrowed finance.
- 2.3 The mark-up policy is a component of marketing.
- 2.4 A benefit tells the customer something about the product whereas a feature tells the customer how the product/service can make his/her life better.
- 2.5 A competitive advantage is when you make your product or service more attractive to customers than that of your competitors.
- 2.6 During the 'follow-up' step of the selling process, a salesperson follows up to make sure that the customer is still happy with his/her purchase.
- 2.7 Discounts occur when a product is sold at a high price.
- 2.8 A legal entity requirement is the way in which a business is registered in terms of tax authorities and law courts.
- 2.9 Shareholders get a dividend after the company announces its profits.
- 2.10 Choosing a supplier that practice sustainability is one of the important criteria when selecting a suitable supplier.

100 × 20 =

1200

TOTAL SECTION A: 2400

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Sebastian Brünink



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Business Process Management Forum Chiara Di Francescomarino,Andrea Burattin,Christian Janiesch,Shazia Sadiq,2023-08-31 This book constitutes the proceedings of the BPM Forum held at the 21st International Conference on Business Process Management BPM 2023 which took place in Utrecht The Netherlands in September 2023 The BPM Forum hosts innovative research which has a high potential of stimulating discussions The papers selected for the forum are expected to showcase fresh ideas from exciting and emerging topics in BPM even if they are not yet as mature as the regular papers at the conference The 23 full papers included in this volume were carefully reviewed and selected from a total of 151 submissions to the conference The papers were organized in research tracks on foundations engineering and management

Drum ,2006 Globalisation: Edited papers of the Commonwealth Business Forum in London 18-20 September 2000 Commonwealth Business Council,2000 The Commonwealth Business Forum is held on the eve of the Commonwealth Heads of Government Meeting It is a major international business event which brings together government and business leaders throughout the Commonwealth to promote practices and policies for the enhancement of trade and investment The 2000 Forum held in London focused on the theme of Globalisation Policies Strategies and Partnerships The Summary Report makes the content of this Forum available to anyone with an interest in this area Parliamentary Papers Great Britain. Parliament. House of Commons,1904 **18th European Conference on Management, Leadership and Governance** Martin Rich,2023-11-23 These proceedings represent the work of contributors to the 19th European Conference on Management Leadership and Governance ECMLG 2023 hosted by ACI and Bayes Business School City University of London UK on 23 24 November 2023 The Conference Chair is Dr Martin Rich from Bayes Business School City University of London UK ECMLG is now a well established event on the academic research calendar and now in its 19th year The key aim remains the opportunity for participants to share ideas and meet the people who hold them The scope of papers will ensure an interesting two days The subjects covered illustrate the wide range of topics that fall into this important and ever growing area of research The opening keynote presentation is given by Dr Jeffrey Ridley PhD FCG FIIA CIA on the topic of A lifetime of Management and Governance Learning A wish for you all The second day of the conference Keynote presentation is given by Professor Pumela Msweli University of South Africa on the topic of The Leadership Dance on a geopolitically entangled dance floor Towards Unitive Consciousness With an initial submission of 164 abstracts after the double blind peer review process there are 54 Academic Research papers 11 PhD Research papers 2 Masters Research papers and 2 work in progress papers published in these Conference Proceedings These papers represent research from China Czech Republic Czechia Egypt Finland France Germany Ghana Greece Hungary India Italy Kenya Macau Mexico Morocco Netherlands Norway Pakistan Peru Poland Portugal Romania Saudi Arabia Scotland Slovakia South Africa Spain Switzerland The Netherlands United Arab Emirates the UK and the USA Consumers Index to Product Evaluations and Information Sources ,1992

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