

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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Jianjun Gao



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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

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