

EBM N4 Revision Test 3: Week 1-4

CLASS TEST – 1.5 HOUR – 100 MARKS

SECTION A

[24 MARKS]

QUESTION 1

(24 MARKS)

Entrepreneurship in action

If the entrepreneur Mr Jack Simper were to choose the most essential element for success, he says, he would opt for endurance. "You have got to have endurance to see you through the bleak times", says the owner of Simper painting and renovating. Mr. Simper has had to draw heavily on his power of perseverance since entering the highly competitive field of painting and renovating in mid-2010.

Today he employs 30 permanent staff. The future looks even brighter for Mr. Simper but he has learnt a lot from the dark days at the beginning when he was struggling.

- 1.1. State **FOUR** ways Mr. Simper can use to protect his business idea (4x1) [4]
- 1.2. What are the creativity methods which Mr. Simper can use to improve the process of identifying opportunities? (5x1) [5]
- 1.3. State **FIVE** methods Mr. Simper can use to finance his business. (5x1) [5]
- 1.4. List **FIVE** strategies by Mr. Simper to improve customer relations and service delivery. (5x1) [5]
- 1.5. Name **FIVE** ways to avoid business failure. (5x1) [5]

SECTION B

[76 MARKS]

QUESTION 2

(34 MARKS)

- 2.1. Briefly explain any **SIX** roles of an entrepreneur. (6x2) [12]
- 2.2. List **FOUR** merits an entrepreneur needs in order to be successful. (4x2) [8]
- 2.3. Explain the SWOT analysis. (4x2) [8]
- 2.4. Name any **SIX** forces that might affect your business (6x1) [6]

QUESTION 3

(42 MARKS)

- 3.1. Explain **EIGHT** qualities an entrepreneur needs to be successful (8x2) [16]
- 3.2. List and explain **FIVE** ways you would use to avoid business pitfalls (5x2) [10]
- 3.3. List and explain why entrepreneurs fail. (3x2) [6]
- 3.4. State and explain **FIVE** methods of collecting primary data (5x2) [10]

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 - The Rise of Digital Reading Northlink Past Papers
 - Advantages of eBooks Over Traditional Books
2. Identifying Northlink Past Papers
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Northlink Past Papers
 - User-Friendly Interface
4. Exploring eBook Recommendations from Northlink Past Papers
 - Personalized Recommendations
 - Northlink Past Papers User Reviews and Ratings
 - Northlink Past Papers and Bestseller Lists
5. Accessing Northlink Past Papers Free and Paid eBooks
 - Northlink Past Papers Public Domain eBooks
 - Northlink Past Papers eBook Subscription Services
 - Northlink Past Papers Budget-Friendly Options

6. Navigating Northlink Past Papers eBook Formats
 - ePub, PDF, MOBI, and More
 - Northlink Past Papers Compatibility with Devices
 - Northlink Past Papers Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Northlink Past Papers
 - Highlighting and Note-Taking Northlink Past Papers
 - Interactive Elements Northlink Past Papers
8. Staying Engaged with Northlink Past Papers
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Northlink Past Papers
9. Balancing eBooks and Physical Books Northlink Past Papers
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Northlink Past Papers
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Northlink Past Papers
 - Setting Reading Goals Northlink Past Papers
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Northlink Past Papers
 - Fact-Checking eBook Content of Northlink Past Papers
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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