

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]

# Ebm N4 Question Papers

**Minjie Lin**



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## **Table of Contents Ebm N4 Question Papers**

1. Understanding the eBook Ebm N4 Question Papers
  - The Rise of Digital Reading Ebm N4 Question Papers
  - Advantages of eBooks Over Traditional Books
2. Identifying Ebm N4 Question 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 Ebm N4 Question Papers
  - User-Friendly Interface
4. Exploring eBook Recommendations from Ebm N4 Question Papers
  - Personalized Recommendations
  - Ebm N4 Question Papers User Reviews and Ratings
  - Ebm N4 Question Papers and Bestseller Lists
5. Accessing Ebm N4 Question Papers Free and Paid eBooks
  - Ebm N4 Question Papers Public Domain eBooks
  - Ebm N4 Question Papers eBook Subscription Services
  - Ebm N4 Question Papers Budget-Friendly Options

6. Navigating Ebm N4 Question Papers eBook Formats
  - ePub, PDF, MOBI, and More
  - Ebm N4 Question Papers Compatibility with Devices
  - Ebm N4 Question Papers Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Ebm N4 Question Papers
  - Highlighting and Note-Taking Ebm N4 Question Papers
  - Interactive Elements Ebm N4 Question Papers
8. Staying Engaged with Ebm N4 Question Papers
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Ebm N4 Question Papers
9. Balancing eBooks and Physical Books Ebm N4 Question Papers
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Ebm N4 Question Papers
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Ebm N4 Question Papers
  - Setting Reading Goals Ebm N4 Question Papers
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Ebm N4 Question Papers
  - Fact-Checking eBook Content of Ebm N4 Question 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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