

## Computer Science Ics Part 1 Chapter 9 Online Test

Sr	Questions	Answers Choice
1	Which of the following is an example of business plan software.	<p>A. &lt;p&gt;word&lt;/p&gt;</p> <p>B. &lt;p&gt;PlanGuru&lt;/p&gt;</p> <p>C. &lt;p&gt;Excel&lt;/p&gt;</p> <p>D. &lt;p&gt;Drive&lt;/p&gt;</p>
2	A start up used plan Guru to build a business plan. What benefit does this provide.	<p>A. &lt;p&gt;Random templates&lt;/p&gt;</p> <p>B. &lt;p&gt;Structured financial modeling&lt;/p&gt;</p> <p>C. &lt;p&gt;Ignoring trends&lt;/p&gt;</p> <p>D. &lt;p&gt;Copying rivals&lt;/p&gt;</p>
3	What is an example of quantitative research	<p>A. &lt;p&gt;Interviews&lt;/p&gt;</p> <p>B. &lt;p&gt;Surveys&lt;/p&gt;</p> <p>C. &lt;p&gt;Focus groups&lt;/p&gt;</p> <p>D. &lt;p&gt;Observations&lt;/p&gt;</p>
4	The purpose of collecting market insights is.	<p>A. &lt;p&gt;To set product prices&lt;/p&gt;</p> <p>B. &lt;p&gt;To understand customer needs and market trends&lt;/p&gt;</p> <p>C. &lt;p&gt;To calculate taxes&lt;/p&gt;</p> <p>D. &lt;p&gt;To manage inventory&lt;/p&gt;</p>
5	What is a loan.	<p>A. &lt;p&gt;Money saved for future use&lt;/p&gt;</p> <p>B. &lt;p&gt;Borrowed money that must be repaid&lt;/p&gt;</p> <p>C. &lt;p&gt;Total revenue earned&lt;/p&gt;</p> <p>D. &lt;p&gt;A types of investment&lt;/p&gt;</p>
6	A key component of effective marketing is	<p>A. &lt;p&gt;Strong brand identity&lt;/p&gt;</p> <p>B. &lt;p&gt;High pricing&lt;/p&gt;</p> <p>C. &lt;p&gt;Reducing production costs&lt;/p&gt;</p> <p>D. &lt;p&gt;Random advertising&lt;/p&gt;</p>
7	Why is understanding customer needs important.	<p>A. &lt;p&gt;It helps in reducing costs&lt;/p&gt;</p> <p>B. &lt;p&gt;It allows businesses to provide relevant products&lt;/p&gt;</p> <p>C. &lt;p&gt;It simplifies operations&lt;/p&gt;</p> <p>D. &lt;p&gt;It limits competition&lt;/p&gt;</p>
8	What are innovation and creativity essential for.	<p>A. &lt;p&gt;Progress&lt;/p&gt;</p> <p>B. &lt;p&gt;Limiting ideas&lt;/p&gt;</p> <p>C. &lt;p&gt;Following traditions&lt;/p&gt;</p> <p>D. &lt;p&gt;Avoiding change&lt;/p&gt;</p>
9	A grocery store used inventory software to avoid stock outs. What type of solution is this.	<p>A. &lt;p&gt;Legal&lt;/p&gt;</p> <p>B. &lt;p&gt;Operational&lt;/p&gt;</p> <p>C. &lt;p&gt;Marketing&lt;/p&gt;</p> <p>D. &lt;p&gt;Financial&lt;/p&gt;</p>
10	What are the two main type of market. research techniques.	<p>A. &lt;p&gt;Qualitative and descriptive&lt;/p&gt;</p> <p>B. &lt;p&gt;Qualitative and quantitative&lt;/p&gt;</p> <p>C. &lt;p&gt;Primary and secondary&lt;/p&gt;</p> <p>D. &lt;p&gt;Exploratory and conclusive&lt;/p&gt;</p>
11	What are expenses.	<p>A. &lt;p&gt;total earnings from sales&lt;/p&gt;</p> <p>B. &lt;p&gt;Costs incurred while operating&lt;/p&gt;</p> <p>C. &lt;p&gt;Money saved for future needs&lt;/p&gt;</p> <p>D. &lt;p&gt;Interest on loans&lt;/p&gt;</p>
12	A wedding attire business targets Eid shoppers. This is	<p>A. &lt;p&gt;Market segmentation&lt;/p&gt;</p> <p>B. &lt;p&gt;Financial planning&lt;/p&gt;</p> <p>C. &lt;p&gt;Ignoring customers&lt;/p&gt;</p> <p>D. &lt;p&gt;Copying rivals&lt;/p&gt;</p>
13	How does Design Thinking enhance solutions.	<p>A. &lt;p&gt;Focuses on profits&lt;/p&gt;</p> <p>B. &lt;p&gt;Aligns with user needs&lt;/p&gt;</p> <p>C. &lt;p&gt;Minimizes feedback&lt;/p&gt;</p> <p>D. &lt;p&gt;Streamlines processes&lt;/p&gt;</p>

14	How does the ideate stage enhance creativity	A. <p>Encourages brainstorming</p> B. <p>Limits ideas</p> C. <p>Focuses on feedback</p> D. <p>Create plans</p>
15	What is a business plan.	A. <p>Financial report</p> B. <p>Business Roadmap</p> C. <p>Marketing strategy</p> D. <p>Legal document</p>
16	What is included in the Financial plan	A. <p>Product Feature</p> B. <p>Budget and funding</p> C. <p>Marketing strategies</p> D. <p>Competitor analysis</p>
17	Why is it important to know your audience when pitching	A. <p>to limit questions</p> B. <p>To tailor your message</p> C. <p>To focus on financials</p> D. <p>To simplify the pitch</p>
18	What is innovation.	A. <p>New inventions</p> B. <p>Improving existing methods</p> C. <p>Sticking to old practices</p> D. <p>Ignoring technology</p>
19	What is revenue.	A. <p>Total costs of running a business</p> B. <p>Total money earned from sales</p> C. <p>Money saved for future needs</p> D. <p>Interest paid on loans</p>
20	Who is the target market for traditional Pakistani clothing	A. <p>Young professionals</p> B. <p>Individuals preparing for Eid or Weddings</p> C. <p>Tourists</p> D. <p>Sports enthusiasts</p>