

Computer Science Ics Part 1 Chapter 9 Online Test

Sr	Questions	Answers Choice
1	Who is the target mrket or traditional Pakistani clothing	<p>A. <p>Young professionals</p></p> <p>B. <p>Individuals preparing for Eid or Weddings</p></p> <p>C. <p>Tourists</p></p> <p>D. <p>Sports enthusiasts</p></p>
2	What is unique selling point.	<p>A. <p>To understand why customers prefer a rival bakery. Which method is best.</p></p> <p>B. <p>Survey</p></p> <p>C. <p>Focus group</p></p> <p>D. <p>Observation</p></p> <p>E. <p>Guesswork</p></p>
3	What does the marketing strategy explan.	<p>A. <p>Financials</p></p> <p>B. <p>Marketing Methods</p></p> <p>C. <p>Business description&nbsp;&nbsp;&nbsp;</p></p> <p>D. <p>Market Analysis</p></p>
4	What is a current trend in Pakistan's e-commerce sector.	<p>A. <p>Decreasing online shopping</p></p> <p>B. <p>Rapid growth in online shopping</p></p> <p>C. <p>Limitd product variety</p></p> <p>D. <p>Decreased internet usage.</p></p>
5	Which stage ensures the solution aligns with user needs.	<p>A. <p>Ideate</p></p> <p>B. <p>Test</p></p> <p>C. <p>Define</p></p> <p>D. <p>Prototype</p></p>
6	Why is pitchign important for entrepreneurs.	<p>A. <p>It helps in product development</p></p> <p>B. <p>It secures support and funding</p></p> <p>C. <p>It focuses on maket analysis</p></p> <p>D. <p>It limits competition</p></p>
7	A bakery owner wants to redesign packaging . Whcih stage involves obeerjing customer reactions to current design.	<p>A. <p>Empathize</p></p> <p>B. <p>Prototype</p></p> <p>C. <p>Ideate</p></p> <p>D. <p>Define</p></p>
8	What is a key benefits of Design thinking.	<p>A. <p>Guarantees success</p></p> <p>B. <p>Fosters user centered innovation</p></p> <p>C. <p>Eliminates research</p></p> <p>D. <p>Focuses on feasibility</p></p>
9	What is an example of a sales tactic for ahomemade snack business.	<p>A. <p>Offering free samples</p></p> <p>B. <p>Increasing prices</p></p> <p>C. <p>Limiting product variety</p></p> <p>D. <p>Reducing advrtising</p></p>
10	What does creativity involve.	<p>A. <p>Standard procedures</p></p> <p>B. <p>Original thinking</p></p> <p>C. <p>Avoiding imagination</p></p> <p>D. <p>Converntional ideas</p></p>
11	A crucial skill for strovteilling in business is	<p>A. <p>Emotional connection</p></p> <p>B. <p>Technical exprtiese</p></p> <p>C. <p>Physical strength</p></p> <p>D. <p>High financial investment</p></p>
12	Why are marketing and sales strategies essential for businesses.	<p>A. <p>To reduce costs</p></p> <p>B. <p>To attract customer and increase sales</p></p> <p>C. <p>To limit competition</p></p> <p>D. <p>To simplify operations</p></p>
13	What does qualitative research focus on	<p>A. <p>Numeraiical data</p></p> <p>B. <p>Custoemr motivations and</p>

13	What does qualitative research focus on	<p>opinions</p> <p>C. Market trends</p> <p>D. Competitor pricing</p>
14	A start up used plan Guru to build a business plan. What benefit does this provide.	<p>A. Random templates</p> <p>B. Structured financial modeling</p> <p>C. Ignoring trends</p> <p>D. Copying rivals</p>
15	A principle of Design Thinking is.	<p>A. Focusing on profits</p> <p>B. Human centered approach</p> <p>C. Minimizing risks</p> <p>D. Emphasizing short term gains</p>
16	A loyalty program offers rewards. This aims to.	<p>A. Retain customers</p> <p>B. Discourage customers</p> <p>C. Lower quality</p> <p>D. Ignore preferences</p>
17	The first step in creating a business plan involves.	<p>A. Financial forecasting</p> <p>B. setting sales targets</p> <p>C. Market analysis</p> <p>D. Defining the business idea</p>
18	What is innovation.	<p>A. New inventions</p> <p>B. Improving existing methods</p> <p>C. Sticking to old practices</p> <p>D. Ignoring technology</p>
19	What does iteration mean.	<p>A. No feedback</p> <p>B. Repeating for improvement</p> <p>C. No changes</p> <p>D. First design only</p>
20	What is communication.	<p>A. A process of ignoring others</p> <p>B. Exchanging information, ideas, or feelings</p> <p>C. Only verbal interaction</p> <p>D. Non-verbal gestures only</p>