

1. Which of the following features would you expect in an Innovation Driven Enterprise?

- A It's customers are likely to be limited to the local area or region.
- B It could be a restaurant, a cleaning company, an auto service and repair centre or similar enterprise.
- C If successful, the revenues it earns are likely to increase quite rapidly initially and then level off after a period of time.
- D Its success is highly dependent on providing customers with something new and exciting.

2. According to Bill Aulet of MIT, innovation is best described as:

- A Invention + commercialisation
- B Invention + production
- C Invention x commercialisation
- D Invention x refinement

3. Which of the following is NOT a character trait required of a successful entrepreneur?

- A takes calculated risks
- B likes to lead, not follow others
- C prepared to risk failure
- D focuses on profit not people

4. A business plan usually tries to answer 3 questions:

- A Where are we now? Where are our competitors? What do our customers want?
- B Where are we now? Where do we want to be in x years time? How do we get there?
- C Who are we? Why are we here? Where are we now?
- D Who are we? Who are our customers? Who are our competitors?

5. Which of the following is NOT a legal requirement applicable to businesses in the UK?

- A Control of Substances Helpful to Health
- B Health and Safety at Work Act
- C Sale of Goods Act
- D Trades Description Act

6. A business in the UK does not pay VAT (Value Added Tax). It is likely to be a:

- A charity
- B cooperative
- C public limited company
- D sole trader

7. Which of the following is NOT one of the Engineering Council's fundamental principles?

- A Honesty and integrity
- B Innovation and enterprise
- C Respect for life, law, the environment and public good
- D Leadership and Communication

8. Mr Smith is registered with the IET as a Chartered Engineer (CEng). What are the possible sanctions that can be applied by the IET to Mr Smith if he breaks their Rules of Conduct?

- A fine up to £5000
- B imprisonment for up to two years
- C downgrading to Incorporated Engineer (IEng)
- D admonishment

9. A business plan needs only to be drawn up when a new business starts and an entrepreneur needs to apply for funds from a bank.

- A True
- B False

10. Financial analysis is a key part of a business plan.

- A True
- B False

11. A professional engineer is not concerned with ethics, provided he/she does not break the law.

- A True
- B False

12. A defining characteristic of a profession is a code of practice.

- A True
- B False