

Answers to the multiple-choice questions in the book

*Chapter 1: The importance of business*

- 1 D
- 2 B
- 3 C
- 4 B
- 5 A
- 6 A
- 7 A
- 8 A
- 9 B
- 10 B

*Chapter 2: Coordinating the business*

- 1 C
- 2 A
- 3 D
- 4 C
- 5 D
- 6 A
- 7 D
- 8 A
- 9 B
- 10 B

*Chapter 3: Business life cycle*

- 1 C
- 2 B
- 3 B
- 4 D
- 5 C
- 6 C
- 7 A
- 8 C
- 9 A
- 10 A

*Chapter 4: Types of business entity*

- 1 B
- 2 A
- 3 D
- 4 B
- 5 B
- 6 A
- 7 C
- 8 A
- 9 A
- 10 D

*Chapter 5: Small businesses in Australia*

- 1 A
- 2 B
- 3 D
- 4 B
- 5 A
- 6 B
- 7 C
- 8 A
- 9 A
- 10 D

*Chapter 6: The business environment and its impact on business*

- 1 B
- 2 C
- 3 B
- 4 A
- 5 A
- 6 B
- 7 A
- 8 B
- 9 B
- 10 A

*Chapter 7: Ethical and legal responsibilities of business*

- 1 A
- 2 C
- 3 A
- 4 C
- 5 C
- 6 D
- 7 A
- 8 B
- 9 A
- 10 A

Answers to the multiple-choice questions in the book

*Chapter 8: Interdependence of business functions*

- 1 B
- 2 A
- 3 D
- 4 B
- 5 C
- 6 B
- 7 A
- 8 D
- 9 C
- 10 D

*Chapter 11: Marketing*

- 1 A
- 2 C
- 3 B
- 4 A
- 5 B
- 6 D
- 7 C
- 8 C
- 9 C
- 10 A

*Chapter 9: Operations: manufacturing and services*

- 1 B
- 2 A
- 3 B
- 4 C
- 5 C
- 6 B
- 7 C
- 8 C
- 9 A
- 10 A

*Chapter 12: Accounting and finance*

- 1 B
- 2 B
- 3 D
- 4 A
- 5 D
- 6 C
- 7 D
- 8 A
- 9 C
- 10 D

*Chapter 10: Employment relations*

- 1 B
- 2 D
- 3 A
- 4 D
- 5 C
- 6 B
- 7 C
- 8 D
- 9 A
- 10 D

Answers to the multiple-choice questions in the book

*Chapter 13: Key personal features in establishing a business*

- 1 B
- 2 C
- 3 A
- 4 C
- 5 D
- 6 D
- 7 A
- 8 C
- 9 A
- 10 C

*Chapter 16: Key considerations in setting up a business*

- 1 C
- 2 A
- 3 B
- 4 A
- 5 C
- 6 C
- 7 C
- 8 C
- 9 D
- 10 D

*Chapter 14: Identifying business opportunities*

- 1 B
- 2 B
- 3 B
- 4 D
- 5 A
- 6 D
- 7 D
- 8 A
- 9 A
- 10 D

*Chapter 17: Critical issues in business success and failure*

- 1 A
- 2 C
- 3 C
- 4 B
- 5 A
- 6 A
- 7 D
- 8 D
- 9 C
- 10 B

*Chapter 15: Identifying the target market*

- 1 A
- 2 D
- 3 D
- 4 C
- 5 C
- 6 B
- 7 C
- 8 C
- 9 B
- 10 B

## **Multiple-choice answers      Topic 4: Developing a business plan**

---

Answers to the multiple-choice questions in the book

### *Chapter 18: The role of the business plan*

- 1      A
- 2      C
- 3      A
- 4      D
- 5      C
- 6      B
- 7      A
- 8      C
- 9      B
- 10     C

### *Chapter 19: The business planning process*

- 1      B
- 2      C
- 3      A
- 4      B
- 5      C
- 6      C
- 7      A
- 8      B
- 9      D
- 10     A

### *Chapter 20: Elements of a business plan*

- 1      B
- 2      C
- 3      A
- 4      C
- 5      D
- 6      A
- 7      B
- 8      A
- 9      B
- 10     C