ESB Practice Exam 2023-2024 Questions & Answers 100% Correct!!

True or False: A sales presentation aims to close a sale - ANSWER-False

True or False: Prospecting is following up with customers - ANSWER-False

True or False: Overcoming customer objections occurs before the sales presentation - ANSWER-False

Which two types of information does an income statement provide?

A: An indication of profitability

B: An analysis of the shareholder equity

C: A classification of assets and liabilities

D: A classification of revenues and expenses - ANSWER-D: A classification of revenues and expenses

You need to create a legal structure for your small business. You work alone, do not plan to sell stock, and need to prevent your personal property. Which legal structure should you set up for your business?

A: Limited Liability Corporation

B: C Corporation

C: S Corporation

D: Sole Proprietorship - ANSWER-A: Limited Liability Corporation

What are the characteristics of an entrepreneurial mindset?

A: Business knowledge, financial knowledge, and organizational skills

B: Creativity, adaptability, determination, and empathy

C: People skills, problem solving, and career exploration

D: Community awareness, education readiness, and literacy - ANSWER-B: Creativity, adaptability, determination, and empathy

Which lean canvas component describes how a business idea solves the customers' problems in a better way than the existing solutions?

A: Milestones

B: Business model

C: Value Proposition

D: Competition - ANSWER-B: Business model

You decide to create a new type of energy bar. You take some samples to a focus group to get their reaction to your product. Which stage of development are you in?

Usa Test Prep Answer Key English 34 Questions

Jessica J Manson

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