



Republic of the Philippines
Department of Education
REGION VI – WESTERN VISAYAS
SCHOOLS DIVISION OF SILAY CITY
DOÑA MONTSERRAT LOPEZ MEMORIAL HIGH SCHOOL
RIZAL ST., BRGY, RIZAL SILAY CITY, NEG. OCC.

ENTREPRENEURSHIP 9
1ST SUMMATIVE TEST 2ND QUARTER WEEK 1 & 2

Name _____
Grade & Section _____

Score _____
Date _____

I Multiple Choice: Choose and **write the letter of your answer on the blank** provided before each number. **DO NOT ENCIRCLE** the letter of your answer.

- _____ 1. The following statements tell how environmental scanning is done. Choose from the options the correct arrangement of the steps in conducting environmental scanning.
1. Note down the needs of the people in the community.
 2. For things and services needed, find out what are not available and plan how to develop these into entrepreneurial ventures.
 3. Communicate with people through interviews, observations and advertisements on what is new.
 4. Check those items which are already available and think how they may improve the packaging and quality.
- A. 4, 1, 2, 3 B. 3, 1, 4, 2 C. 2, 4, 1, 3 D. 1, 4, 2, 3
- _____ 2. The statistical study of human population and its distribution is called _____.
- A. demography B. ecology C. photography D. psychology
- _____ 3. Environmental scanning is the acquisition and use of information about events, trend and relationships in an organization's external environment. New products or material and new processes in doing things are vital aspects of _____.
- A. ecological environment C. political environment
B. educational environment D. technological environment
- _____ 4. As an entrepreneur, the first thing that you should find out is the demands of the community. This refers to _____.
- A. community needs C. industrial information
B. evaluation D. technology
- _____ 5. How will you determine the needs of the people in your community?
- A. conduct an environmental scanning
B. make use of observations
C. make use of surveys and referrals
D. all of the above
- _____ 6. The growth of industry always creates opportunities for establishing an enterprise. This refers to _____.
- A. industrial information C. synchronization of plans
B. review of old projects D. technology
- _____ 7. Read technical and business journals. The underlined words refer to _____.
- A. evaluation of development plans C. local specialized skills
B. industrial information D. review if old projects

- _____ 8. Why is there a need for an entrepreneur to explore the economic, cultural, and social conditions of the community?
- A. To determine the number of population in the community
 - B. To discover the developed enterprise in the community
 - C. To find out the analytical skills among the professional in the community
 - D. To identify the problems, needs and business opportunities in the community
- _____ 9. As an entrepreneur, how will you make your product more useful and of good quality?
- A. change the brand of the product into a new one
 - B. seek assistance from the government
 - C. use your creativity and imagination
 - D. none of the above
- _____ 10. When you identify the demands of the people then you are identifying the _____.
- A. Community Needs
 - B. Industrial Information
 - C. Local Specialized Skills
 - D. Technology

II Classify the following factors. Write **S** if they belong to **strength**, **W** if they belong to **weakness**, **O** if they belong to **opportunity** and **T** if they belong to **threat**.

Write the letter of the correct answer **on the blank** provided each number.

- _____ 1. Skilled knowledgeable staff
- _____ 2. Much capital
- _____ 3. Things your company lack
- _____ 4. Limitation of resources
- _____ 5. Few competitors in your area
- _____ 6. Press/media coverage of your company
- _____ 7. Changing customer attitudes toward your company
- _____ 8. Emerging competitors
- _____ 9. Negative press/media coverage
- _____ 10. Qualities that separate you from your competitors

PERFORMANCE TASK: (10 pts.)

Give at least 10 existing business in your community. Classify them whether they belong to product type or service type of business. Write your answer on the space provided below.

Example: 1. Laundry Shop - service type
2. Sari-Sari Store - product type

- 1. _____ - _____
- 2. _____ - _____
- 3. _____ - _____
- 4. _____ - _____
- 5. _____ - _____
- 6. _____ - _____
- 7. _____ - _____
- 8. _____ - _____
- 9. _____ - _____
- 10. _____ - _____

Rubric:
 10 pts. - able to classify the business correctly
 8 pts. - able to classify but has 2 errors.
 6 pts. - able to classify but has 4 errors.
 4 pts. - able to classify but has 6 errors.
 2 pts. - not able to classify/give the answer inappropriately

Note: please take time to answer the performance task. This is 70% of your grade.