Assignment 4
The due date for submitting this assignment is 28th September, 2023, 23:59 IST.

1. Which of the following is correct? 2 points
   - In competitive processes, value is created by a rational and mutually beneficial relationship.
   - In competitive processes, value is provided to the producer or customer.
   - Price of value in competitive processes depends on the quality of the product.
   - All of the above
   - Note: the answer is incorrect.
   - Acceptable Answers: Only acceptable answers are to be considered.

2. Which of the following is true? 2 points
   - Salespeople need to get the process of conversion.
   - People are not to be engaged in meaningful ways.
   - People are permitted to join the process of converting value.
   - All of the above
   - Note: the answer is incorrect.
   - Acceptable Answers: People need to be engaged in meaningful ways.

3. Which of the following is true? 2 points
   - Salespeople are not to be engaged in meaningful ways.
   - People are not to be engaged in meaningful ways.
   - People are permitted to join the process of converting value.
   - All of the above
   - Note: the answer is incorrect.
   - Acceptable Answers: People need to be engaged in meaningful ways.

4. Which of the following is true? 2 points
   - The basic product or service is of high quality and profitability.
   - Product or service is of high quality and profitability.
   - Product or service is of high quality and profitability.
   - All of the above
   - Note: the answer is incorrect.
   - Acceptable Answers: The basic product or service is of high quality and profitability.

5. Which of the following is true? 2 points
   - Individual with a customer approach.
   - Availability of opportunity.
   - Consideration of risk.
   - All of the above
   - Note: the answer is incorrect.

6. Define the following: 2 points
   - The risk level of customer.
   - The risk level of customer.
   - The risk level of customer.
   - All of the above
   - Note: the answer is incorrect.
   - Acceptable Answers: The risk level of customer.

7. Which of the following is not a characteristic feature of entrepreneurship? 2 points
   - Individual with a customer approach.
   - Availability of opportunity.
   - Consideration of risk.
   - All of the above
   - Note: the answer is incorrect.
   - Acceptable Answers: The risk level of customer.

8. Define the following: 2 points
   - The risk level of customer.
   - The risk level of customer.
   - The risk level of customer.
   - All of the above
   - Note: the answer is incorrect.
   - Acceptable Answers: The risk level of customer.

9. Say whether the following statement is true or false: 2 points
   - The risk level of customer.
   - The risk level of customer.
   - The risk level of customer.
   - All of the above
   - Note: the answer is incorrect.
   - Acceptable Answers: The risk level of customer.

10. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

11. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

12. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

13. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

14. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

15. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

16. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

17. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

18. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

19. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

20. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

21. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

22. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

23. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

24. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

25. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

26. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

27. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

28. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

29. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

30. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

31. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

32. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

33. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

34. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

35. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

36. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

37. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

38. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

39. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

40. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.

41. Define the following: 2 points
    - The risk level of customer.
    - The risk level of customer.
    - The risk level of customer.
    - All of the above
    - Note: the answer is incorrect.
    - Acceptable Answers: The risk level of customer.