

Test I: Identify the Entrepreneur (Company – Founder)

1. Jollibee – Tony Tan Caktiong
2. Mang Inasal – Edgar “Injap” Sia
3. Mercury Drug – Mariano Que
4. National Book Store – Socorro Ramos
5. Globe Telecom – Ernest Cu
6. CDO Foodsphere – Lucio Co
7. Hapee Toothpaste – Leo Po
8. Zesto Corporation – Hildo (Hildebrando) K. Campos (often credited founder)
9. Facebook – Mark Zuckerberg
10. Potato Corner – Gregory Ng

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Test II: Identification (Term – Description)

1. Entrepreneurship – The process of creating an enterprise
2. Intrapreneurship – Entrepreneurial activities within a firm or organization

3. Initiative – Doing things even before being asked
4. Proactiveness – Identifying and using opportunities
5. Innovation – Continuous search for new ideas and synergy
6. Profit Potential – Reward for taking business risks
7. Entrepreneur – A person who seeks opportunities and accepts risks
8. Risk Assumption – Being prepared for possible losses
9. Risk Taker – An entrepreneur is a risk taker, not a risk avoider
10. Innovative Entrepreneur – Thinks newer, better, and more creatively
11. Traditional Entrepreneur – Follows existing inventions
12. Laborer – A person who lives on the labor of others
13. Imitative Entrepreneur – Succeeds by copying innovative ideas
14. Research – Groundwork and analysis before starting a venture
15. Sales – Career path working in or leading a sales department
16. Fundraiser – Raises money through networking and relationships
17. Teacher – Teaches SHS subjects and entrepreneurial skills

18. Recruiter – Matches people to the right company positions

19. Business Consultant – Solves client business problems

20. Middle-level Management – Turns ideas into execution (e.g., managers)

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Test III: Matching Type (Concept – Description)

1. Limited Liability – Liability limited to owner's contribution

2. Feasibility Study – Determines likelihood of business success

3. Introduction – Presents business name, address, and funding

4. Business Plan for Profit – Focuses on financial goals and growth

5. Executive Summary – Brief overview of the entire business plan

6. Environmental Analysis – Analyzes global, societal, and industry forces

7. Marketing Plan – Targets brand perception and customer acquisition

8. Planning Function – Primary function of a business plan

9. Business Description – Nature, form, and size of the business

10. Non-profit Business Plan – Focuses on mission and social return

11. Investigative Function – Primary function of a feasibility study

12. Financial Plan – Summarizes data in monetary terms

13. Project Plan – Focuses on a single deliverable

14. Business Plan – Blueprint or roadmap of a business

15. Investors & Venture Capitalists – Key audience of for-profit plans

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