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## Exam 2 - Sage Vantage Questions with correct answers

The business model presented in the textbook is a journey to gather evidence and prove the startup can be \_\_\_\_\_. - correct answer ✓✓ sustainable

General Mills had to change its business model to make new yogurt with less sugar T/F - correct answer ✓✓ False

Entrepreneurs use \_\_\_\_\_ to try to encourage existing customers to switch to their product. - correct answer ✓✓ differentiation

The advent of Massive Open Online Courses (MOOCs) is an example of the business model \_\_\_\_\_. - correct answer ✓✓ disruption

Efficient changes to the business model can be made during the startup stage because \_\_\_\_\_. - correct answer ✓✓ the business is small in the beginning

When considering customers, entrepreneurs must ask themselves \_\_\_\_\_. - correct answer ✓✓ 1. How will you reach your target audience?

2. How will you maintain customer relations once they're established?

3. Who will pay for what I am offering?

Infrastructure includes financial forecasts. T/F - correct answer ✓✓ False

The four parts of the business model exist on their own. T/F - correct answer ✓✓ False

The \_\_\_\_\_ is a statement that describes exactly what products or services your business offers and sells to customers. - correct answer ✓✓ customer value proposition

# Sage Evolution Course Exam Questions And Answers

**Xiang Xie**



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