

# Business Management Lean Startup Quiz

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## 4. Chapter: Lean Startup Quiz

### 1. Lean Startup Quiz Questions

#### 4.1.1. Which of those attributes are favored by the lean startup concepts?

Author: Yasser Ibrahim

Which of those attributes are favored by the lean startup concepts?

Please choose all the answers that apply:

- Experimentation and Iteration
- Elaborate upfront planing
- Customer feedback
- Agile development
- Waterfall development

Check the answer of this question online at QuizOver.com:

Question: [Which of those attributes are favored by the lean start up concepts?](#)

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#### 4.1.2. What is the primary task of a startup?

Author: Yasser Ibrahim

What is the primary task of a startup?

Please choose only one answer:

- Execute a well established business model
- Write an elaborated business plan
- Search for a scalable, repeatable and profitable business model
- All the above
- None of the above

Check the answer of this question online at QuizOver.com:

Question: [What is the primary task of a startup?](#)

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### 4.1.3. How a lean startup works?

Author: Yasser Ibrahim

How a lean startup works?

Please choose only one answer:

- Write a detailed business plan, operate in stealth, release fully functional prototypes
- Test hypotheses, discover early adopting customers, release MVP (minimum viable product)
- All the above
- None of the above

Check the answer of this question online at QuizOver.com:

Question: [How a lean startup works?](#)

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#### 4.1.4. What is the "business model canvas"?

Author: Yasser Ibrahim

What is the "business model canvas"?

Please choose all the answers that apply:

- A short version of the business plan
- A framework to summarize the start-up hypotheses
- A 5 years financial forecast for the start-up revenues.
- A diagram depicts how the start-up will create value for both the stake holders and the clients

Check the answer of this question online at QuizOver.com:

Question: [What is the "business model canvas"?](#)

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#### 4.1.5. How to write a "business plan" for a traditional startup?

Author: Yasser Ibrahim

How to write a "business plan" for a traditional startup?

Please choose only one answer:

- Describe the size of the opportunity
- Identify the problem and the solution
- Include a 4 years forecast for income, profits, and cash flow
- All the above
- None of the above

Check the answer of this question online at QuizOver.com:

Question: [How to write a "business plan" for a traditional startup?](#)

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#### 4.1.6. What are the lessons learned from observing startup failures and su...

Author: Yasser Ibrahim

What are the lessons learned from observing startup failures and successes?

Please choose only one answer:

- Business plans rarely survive the first customer contact
- Forecasting start-up income, profits, and cash flow is in vain.
- Start-ups are not smaller versions of big businesses.
- All the above
- None of the above

Check the answer of this question online at QuizOver.com:

Question: [What are the lessons learned from observing start-up failures and successes?](#)

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#### 4.1.7. What are the lean startup key principles?

Author: Yasser Ibrahim

What are the lean startup key principles?

Please choose only one answer:

- Business plan, stealth mode development, waterfall development
- Business model canvas, customer development, agile development
- All the above
- None of the above

Check the answer of this question online at QuizOver.com:

Question: [What are the lean startup key principles?](#)

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#### 4.1.8. What is the lean startup?

Author: Yasser Ibrahim

What is the lean startup?

Please choose only one answer:

- Lean start-up is smaller version of big corporations.
- Lean start-up is an organization designed to execute a scalable, repeatable and profitable business model
- Lean start-up is a temporary organization designed to search for a scalable, repeatable and profitable business model
- All the above
- None of the above

Check the answer of this question online at QuizOver.com:

Question: [What is the lean startup?](#)

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#### 4.1.9. How a lean startup approaches the customer development activities?

Author: Yasser Ibrahim

How a lean startup approaches the customer development activities?

Please choose only one answer:

- Hire a professional sales team to get as many customers as possible and be profitable from day one
- Get out of office and interview potential customers and partners to test the start-up hypotheses
- All the above
- None of the above

Check the answer of this question online at QuizOver.com:

Question: [How a lean startup approaches the customer development activities?](#)

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#### 4.1.10. How a lean startup reacts to invalidated hypotheses?

Author: Yasser Ibrahim

How a lean startup reacts to invalidated hypotheses?

Please choose only one answer:

- Fire the CEO (chef executive officer)
- Fire the CFO (chef financial officer)
- Pivot to a new set of hypotheses
- Ramp up marketing and hire more sales professionals
- All the above

Check the answer of this question online at QuizOver.com:

Question: [How a lean startup reacts to invalidated hypothesis?](#)

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#### 4.1.11. What is the "business model"?

Author: Yasser Ibrahim

What is the "business model"?

Please choose only one answer:

- Describes the problem and the solution for an organization
- Describes how an organization creates, delivers, and captures value
- Describes a forecast for income, profits, and cash flow
- All the above
- None of the above

Check the answer of this question online at QuizOver.com:

Question: [What is the lean startup business model?](#)

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#### 4.1.12. What is the lean startup customer development sequence?

A. Custome...

Author: Yasser Ibrahim

What is the lean startup customer development sequence?

A. Customer Creation

B. Customer Discovery

C. Company Building

D. Customer Validation

Please choose only one answer:

- A -> B -> C -> D
- D -> C -> B -> A
- B -> D -> A -> C
- C -> A -> D -> B

Check the answer of this question online at QuizOver.com:

Question: [What is the lean startup customer development sequence?](#)

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#### 4.1.13. How can the lean startup change the entrepreneurial economy?

Author: Yasser Ibrahim

How can the lean startup change the entrepreneurial economy?

Please choose all the answers that apply:

- Lean startup increases the risk appetite of VCs (venture capitalists)
- Lean startup reduces the cost of failure
- Lean startup shorten the technology development cycles
- Lean startup democratizes the venture capital industry

Check the answer of this question online at QuizOver.com:

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#### 4.1.14. What is the agile development phases sequence?

A. Analysis & Desig...

Author: Yasser Ibrahim

What is the agile development phases sequence?

A. Analysis & Design

B. Evaluation

C. Planning

D. Testing

Please choose only one answer:

- A -> B -> C -> D
- D -> C -> B -> A
- B -> D -> A -> C
- C -> A -> D -> B

Check the answer of this question online at QuizOver.com:

Question: [What is the agile development phases sequence?](#)

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