* **Running a business**

1. List two companies **bought** by Microsoft
2. List three firms **acquired** by Apple
3. List three government-**owned** companies
4. Would you **set up a business** alongside a part-time job?
5. What are three advantages of **establishing** your own **business**?
6. What do you need first and foremost to **start** a business?
7. What is a **start up** company?
8. Do you have the necessary qualities **to** **head** a department?
9. **Running** a firm involves taking risks. Are you a risk taker?
10. Would you rather **head** or work in a team?
11. Situation: you are a salesman, your product is high-priced. How would you try to **win a deal**?
12. Read this article <http://www.voanews.com/content/taiwan-singapore-sign-free-trade-deal-china-relents/1785388.html>

and explain in no more than 30 words why China **blocked deals** with Taiwan in the past

1. List five possible ways to **expand the business**
2. List five ideas to **grow** a small **business** startup
3. Check the link <http://www.wikihow.com/Build-Your-Business-Without-Advertising> and list the ways mentioned.

Do you agree with these ideas?

1. Find an example of a company that has **boosted investment** over the last 3 years
2. Find and example of a product that has **boosted sales** over the last 6 months
3. Find an example of a company presently **increasing earnings**
4. What can companies do to **boost exports**?
5. Find an example of **production increase**
6. How could you **boost** your **efficiency**?
7. How many hours a day would you be willing to work in order to **maximize** your **income**?
8. In order to **maximize profitability**, what activities would you invest your money in? Provide 2 examples and explain your choice.
9. Read

<http://www.linkedin.com/today/post/article/20130405114104-32175171-how-to-achieve-growth-in-2013>

and summarize it in not more than 15 words

1. Read

<http://www.legalbusiness.co.uk/index.php/lb-blog-view/771-hill-dickinson-to-review-its-business-to-maintain-profitability>

Why is the company making plans to **maintain profitability**?

1. What **costs** would you **cut** to increase income?