

| | <p>Questions: Answer the questions below by typing or selecting your answer in the white cells in the column called "Your Answers." [Please click me for a video explanation of why there are underscores " " between words at the beginning of many cells]</p> | <p>Sample Answers: Below are the sample answers for "Tony Shark's" pretend company called "Shark Virtual Reality"</p> | <p>Your Answers Please type or select the answers below. [Don't worry if you can't answer all of the questions yet as you will be able to later in the course. You can always change your answers later on in the course as well. Thanks]</p> |
|-------|--|--|--|
| 13-1 | <p>I recommend including your resume in the exhibits section. We can paste it in to your Appendix part of the Microsoft Word document (I will explain this in more detail when we discuss the STEP 13 Outputs and when we discuss the Final Outputs for your business plan). For now, please answer the question of if you have your resume ready in MS Word format (Yes or No) or N/A if you don't want to include your resume). Thanks</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-2 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-3 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-4 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-5 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-6 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-7 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-8 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-9 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-10 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-11 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |
| 13-12 | <p>Do you have 's resume so you can paste it in the Appendix? Please select Yes or No or N/A</p> | Yes | Please click this cell and then select your response by clicking the arrow on the right. |

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|--|--|--|
| <p>13-13 If you have any product or services brochures or PDFs that you give potential customers, please include this in your appendix. We can paste it in to your Appendix part of the Microsoft Word document (I will explain this in more detail when we discuss the STEP 13 Outputs and when we discuss the Final Outputs for your business plan). For now, please answer the question of if you have these documents ready in MS Word format (Yes or No) or N/A if you don't want to include them). Thanks</p> | <p>Yes</p> | <p>Please click this cell and then select your response by clicking the arrow on the right.</p> |
| <p>13-14 I included all financial exhibits and statements in STEP 12 of this document, but if you want to include some of the financial statements instead in your Appendix, then please do so. We will discuss how to do this when we discuss how to assemble your business plan in the FINAL OUTPUTS Step (meaning after STEP 13). For now, please just answer Yes or No or N/A to this question (meaning Yes I want to include some financials in the Appendix instead of in Step 12's part of the business plan. Don't worry as this will make a lot more sense after we finish the FINAL OUPUTS section together). Thanks</p> | <p>Yes</p> | <p>Please click this cell and then select your response by clicking the arrow on the right.</p> |
| <p>13-15 If you have any other documents or exhibits that you want to include in the Appendix that we have not discussed yet in this course, please make a note of them when answering this question. Thanks</p> | | |