

# **THE APPLICATION PROCESS**

**NEW APPROACH FOR 2020**

# PROGRAMME CYCLE

## As-is

Application (Jan1-Mar1)

Selection (Mar 22)

World Check (Mar-Apr)

Onboarding (Webinars) – 3<sup>rd</sup> week in Apr

Training & Mentoring (May – Aug)

Business Plan Submission & Review (July-Aug)

Submit ID, Business Reg & Bank Details (Jul-Sept)

Seed Disbursement (Oct-Dec)

## To-be

Applications (Jan 1 – Mar 1)

Onboarding (Mar)

Training & Mentoring (April – May)

Pitching – Jun

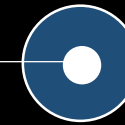
Selection Announcement & Forum (July)

Submit ID, Business Reg & Bank Details (Aug-Sep)

World Check & Seed Capital Disbursement (Aug –Dec)

# APPLICATION PHASE

AS-IS	TO-BE
Applicants fill TEF's application form on TEFConnect	Applicants fill in their Bio data and Business details (include existing mentor details)
Applications form contains essay style questions including community impact and elevator pitch	Applicants then take 2 sets of assessments i.e. <ul style="list-style-type: none"><li>- Psychometric / Personality tests</li><li>- Business and Financial knowledge assessment</li></ul>
Application is read through by a team and scored	System score and Highlights Entrepreneur's Segment/ Path for Training
Entrepreneurs are selected for seed disbursement	All entrepreneurs that apply will go through a set of training
Entrepreneurs go through the 12-week programme	

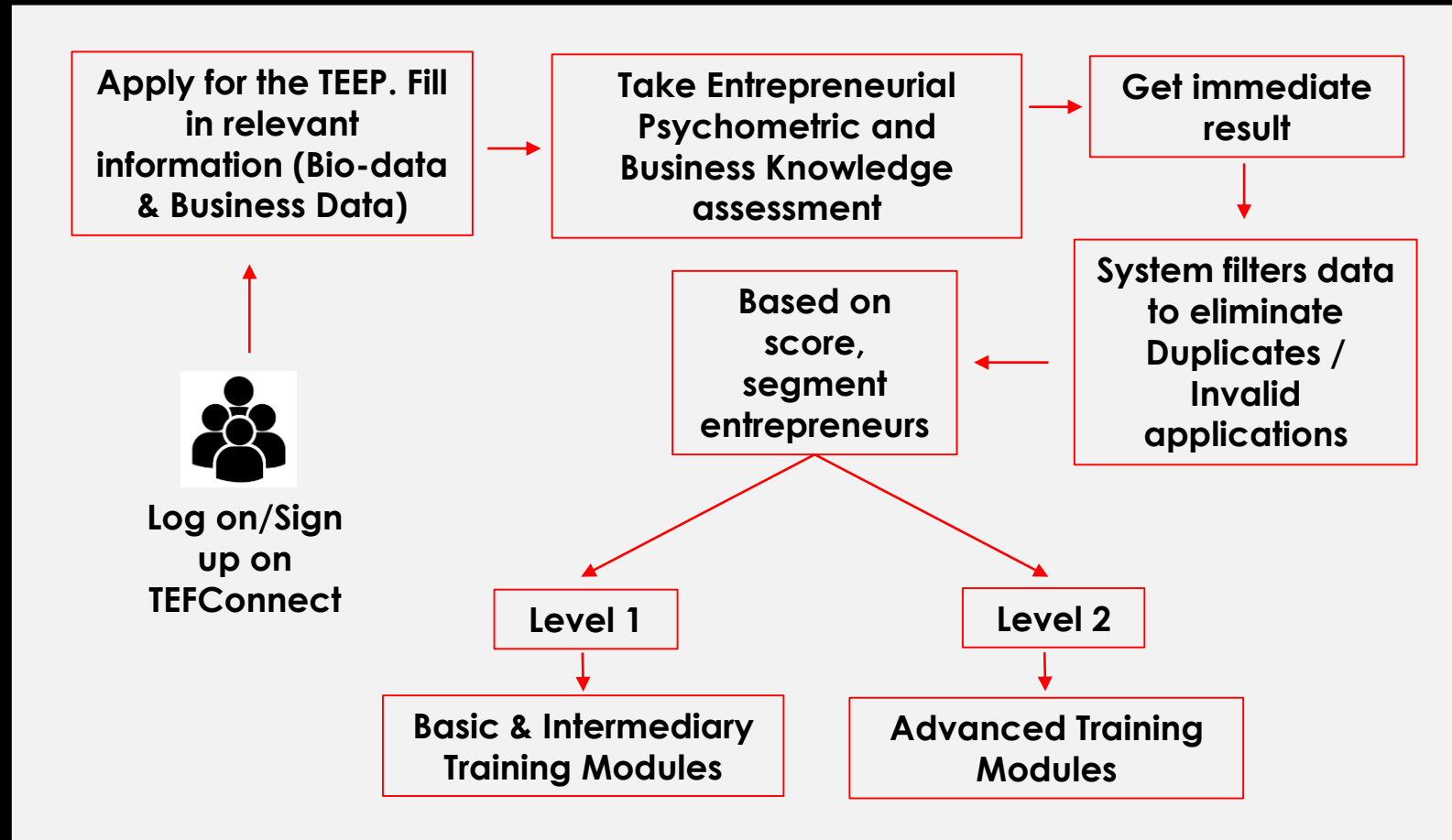


Getting to Know You

Knowledge Assessment

Your Training Path

# SUMMARY APPLICATION WORKFLOW



# TRAINING PHASE

AS-IS	TO-BE
Run through the 12 week training modules with one (1) module per week	Training is delivered based on entrepreneur segment (i.e. Beginners, Intermediate, Advanced)
Complete tasks for the week and check boxes upon completion	Pre-entrepreneur knowledge test is administered and scored
Complete business plan	Entrepreneurs take tests/quizzes at the end of each module
Business plan goes to rework if any and approved	Post training assessment to measure improvement
	Top performing entrepreneurs will be shortlisted to go through the Pitching phase

# SHORTLISTING PHASE

- Shortlist will be based on training performance score.
- Configured scoring module will be as below:
  - Test Questions (weight: 40)
  - Interaction on TEFConnect (weight: 50)
    - This includes attendance to webinars, response to surveys, activity on TEFConnect
  - Mentor Engagement (weight: 10)
- Top performing entrepreneurs will be shortlisted to physically pitch their ideas to a panel of judges
  - Entrepreneurs may be allowed to send in video pitches in approved geo-locations

# PITCHING

- **Pitching**

- Pitching will happen in all 54 African countries (may be refined based on management's decision)
- Pitching can be done in English, French, Portuguese or Arabic

- **Selection**

- Selection will be based on aggregated scores from Application, Training & Pitching phases.
- Top performers will be selected for the seed capital.



Welcome to the #TEF2020 application portal. Please click "Next" to continue.



Next





## Instruction to Applicants

Read the following carefully.

This assessment is divided into four (4) sections and would require approximately 60mins to complete. It is recommended that you take the assessment in an environment free of distractions and with optimal concentration.

Please note that you are to answer all questions and you can only take this assessment once.

You will also be required to upload a form of ID (international passport, driver's license, Residency or Citizen's Card, Voters Card, Tax ID). Please have your chosen form of ID scanned and ready for upload in .pdf, .jpeg, .jpg, .png, .gif or .doc format before you begin.

Automatic Disqualification criteria:

- Applicants under 18years of age
- Applicants who have received the TEF seed capital in previous years.

Click the **"Next"** button to begin.

2 / 8

25%



## Section 1

### Getting to Know You

\* 1. Are you registered on TEFConnect?

Yes

No

2. If Yes, enter your TEFConnect ID.

[Greyed-out input field for TEFConnect ID]

\* 3. My Name is

First Name

Middle Name

Last Name


\* 4. Gender

MALE

FEMALE

\* 5. I Was Born On

Date of Birth



\* 6. Country

\* 6. Country

\* 7. I live at

Apartment or House  
Number

Street Name

District, Area or Zone

Post Code

Country

Others

\* 8. Phone No. (Please enter your country code e.g. +234 or +254 or +250 before your mobile number)

\* 9. Email

\* 9. Email

\* 10. Secondary Contact or Next of Kin

Name of Secondary Contact or Next of Kin:

Email:

Phone No.:

Address:

Country of Residence:

11. Your Social Media and Web presence?

LinkedIn

Facebook

Instagram

Twitter

### 11. Your Social Media and Web presence?

LinkedIn	<input type="text"/>
Facebook	<input type="text"/>
Instagram	<input type="text"/>
Twitter	<input type="text"/>
Youtube Channel	<input type="text"/>
Web URL	<input type="text"/>

### \* 12. What is the highest level of education

### \* 13. How many years of work experience do you have?

- 0-2 years
- 3-5 years

\*14. What is your primary skill set? ( Choose your top 5)

Accounting

Negotiating

Analysis

Networking

Computer

Project Management

Conflict Resolution

Research

Contract Management

Sales

Critical Thinking

Software Development

Data

Spreadsheets

Digital Marketing

Teaching

Drawing

Time management

Information Technology

Translation

Legal

Word Processing

Listening

Writing

\* 15. Have you applied for other grants from other Organisations?

Yes

No

16. If Yes, name the organisation(s) from which you previously applied.

1.

2.

3.

4.

\* 17. Type of ID (Passport, Drivers licence, National ID)

International Passport

Drivers Licence

National or Citizen's ID



\* 17. Type of ID (Passport, Drivers licence, National ID)

- International Passport
- Drivers Licence
- National or Citizen's ID
- Voters Card
- Tax ID

18. ID(Upload a scanned copy)

**Choose File** No file chosen

19. Picture (Upload a picture of yourself)

**Choose File** No file chosen

20. How did you hear about the TEFConnect Programme?



## Business Idea

The next set of questions are about your business idea and experience. You are to choose the most correct answer.

\* 21. How many years of business start-up experience do you have (this can be trading or anything)?

- 0-1 year
- 1-3 years
- Above 3 years

\* 22. Do you have a Business Name for your business or idea?

\* 22. Do you have a Business Name for your business or idea?

- Yes
- No

23. What is your Business Name?

\* 24. Is your Business Registered?

- Yes
- No

25. Where is your Business Located?

Street Name & House No.

State and District

### 25. Where is your Business Located?

Street Name & House No.

State and District

Country

### \* 26. In which Industry is your business?

Other (please specify)

### \* 27. In not more than 100 words, what would be the impact of your business or idea to your immediate community or country?

\* 28. Which of the United Nations Sustainable Development Goals(SDGs) does your business or idea support(Choose top your top 3)?

- |  |  |
|--|--|
| <input type="checkbox"/> GOAL 1: No Poverty                              | <input type="checkbox"/> GOAL 10: Reduced Inequality                     |
| <input type="checkbox"/> GOAL 2: Zero Hunger                             | <input type="checkbox"/> GOAL 11: Sustainable Cities and Communities     |
| <input type="checkbox"/> GOAL 3: Good Health and Well-being              | <input type="checkbox"/> GOAL 12: Responsible Consumption and Production |
| <input type="checkbox"/> GOAL 4: Quality Education                       | <input type="checkbox"/> GOAL 13: Climate Action                         |
| <input type="checkbox"/> GOAL 5: Gender Equality                         | <input type="checkbox"/> GOAL 14: Life Below Water                       |
| <input type="checkbox"/> GOAL 6: Clean Water and Sanitation              | <input type="checkbox"/> GOAL 15: Life on Land                           |
| <input type="checkbox"/> GOAL 7: Affordable and Clean Energy             | <input type="checkbox"/> GOAL 16: Peace and Justice Strong Institutions  |
| <input type="checkbox"/> GOAL 8: Decent Work and Economic Growth         | <input type="checkbox"/> GOAL 17: Partnerships to Achieve the Goal       |
| <input type="checkbox"/> GOAL 9: Industry, Innovation and Infrastructure |  |

\* 29. Is your idea or business in your field of experience?

\* 29. Is your idea or business in your field of experience?

- Yes
- No

30. If yes, how many years of experience do you have in the field that your idea is in?

- 0-2 years
- 3-5 years
- Above 5 years

\* 31. How many hours are you currently working on your idea per week?

- 0-2 hours
- 3-6 hours
- 7-12 hours

\* 32. Are you working with a team?

- Yes
- No

33. If Yes to the last question, how many other than you are on your team?

- 1-2
- 3-5
- Above 5

\* 34. Are you currently making revenue from your business idea?

- Yes
- No

35. If yes, how much revenue are you currently making on the average per month?





\* 37. Do you have a mentor

- Yes
- No

38. If yes, kindly share the name and contact details of your mentor.

Name

Phone number

Email address

4 / 8  50%



## Section 2

In each of the following questions is a statement. You are to select the best option that describes your opinion of the statement.

\* 39. I don't always expect to be praised for my achievements.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 40. When wronged by others, I tend to forgive easily.

\* 40. When wronged by others, I tend to forgive easily.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 41. I prefer to maintain formal relationships with people at work

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 42. I prefer doing tasks using new methods

- Strongly agree
- Agree
- Disagree
- Strongly disagree

\* 42. I prefer doing tasks using new methods

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 43. I would rather delay working on boring tasks.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 44. It is okay to relax once in a while.

- Strongly agree
- Agree
- Disagree
- Strongly disagree

\* 44. It is okay to relax once in a while.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 45. I share credit with the others even if I did most of the work

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 46. I prefer to work in a non-competitive environment

- Strongly agree
- Disagree

\* 46. I prefer to work in a non-competitive environment

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 47. I tend to be cautious about happy outcomes

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 48. I prefer working on realistic ideas.

- Strongly agree
- Disagree
- Agree
- Strongly disagree

**^ 48. I prefer working on realistic ideas.**

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

**\* 49. In meetings, I prefer to lead the discussion**

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

**\* 50. I prefer working on new and different problems each time.**

- Strongly agree
- Agree
- Disagree
- Strongly disagree

\* 50. I prefer working on new and different problems each time.

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 51. A risky task is usually not worth doing.

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 52. I do not spend much time thinking about how others will react to situations.

- Strongly agree
- Disagree
- Agree
- Strongly disagree



\* 52. I do not spend much time thinking about how others will react to situations.

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 53. I believe that it is best to keep one's work and private lives separate.

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 54. I prefer planning ahead

- Strongly agree
- Disagree
- Agree
- Strongly disagree

\* 55. I do not mind bending the rules if necessary.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 56. I usually see things for what they truly are.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 57. Most people focus first on personal gain.

- Strongly agree
- Agree
- Disagree
- Strongly disagree

\* 58. I feel that my success is a result of my ability.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 59. It is okay not to achieve everything one aims for.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 60. I prefer being with people who hold similar values.

- Strongly agree
- Agree
- Disagree
- Strongly disagree

\* 61. I do well at jobs which involve regular interactions with others

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 62. I prefer routine over variety.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 63. It is better to be happy with what you have than try to achieve too much.

- Strongly agree
- Agree
- Disagree
- Strongly disagree

\* 64. I am open to work with new ideas, even if they don't lead to expected results.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 65. People are generally honest.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 66. It is better to avoid conflict.

- Strongly agree
- Agree
- Disagree
- Strongly disagree

\* 67. I can easily guess what others are thinking.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 68. I am usually indifferent to change

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 69. I would finish off existing tasks even if a new, interesting task came up.

- Strongly agree
- Agree
- Disagree
- Strongly disagree

\* 70. When someone disappoints me, I easily forget about it

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 71. I quickly start working on new ideas.

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 72. I go with the group's decision even when I am sure that I am right.

- Strongly agree
- Disagree
- Agree
- Strongly disagree

\* 73. I find change refreshing.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 74. I would rather say what I feel is right.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

\* 75. I collect my thoughts before expressing myself.

- Strongly agree
- Agree
- Disagree
- Strongly disagree



\* 76. I can easily say no to others.

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 77. I feel comfortable being myself in the presence of others.

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

\* 78. I get bothered with colleagues who are too negative.

- Strongly agree
- Disagree
- Agree
- Strongly disagree



### Section 3

This section contains some basic business questions, you are to choose the best answer from all the options given per time.

79. How is profit calculated?

- Total Sales in one year / Total sales in a month
- Total Sales - Total Expenses
- Monthly Sales \* Expenses
- Sales - Expenses

80. At the current stage of your business or idea, If you get the TEF \$5,000 grant today, what will you do with it?

- Register my business, buy the inputs I need for my business and save some for weekly operations.
- Save the money.
- Invest the grant in a bank and use the interest to start my business
- Buy more stock for my business, build a website for online presence, buy accounting software, employ 1 or 2 more hands and save some for operations
- I will travel to a Europe or America to learn more about my business idea

81. Any good business idea must make money.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

82. What is your greatest reason for becoming an entrepreneur

- To be financially free
- Make the world a better place
- To build a legacy
- To fulfil my passion

\* 83. To start a business, the first thing you need is?

- |                                   |  |
|-----------------------------------|--|
| <input type="checkbox"/> A Vision | <input type="checkbox"/> Business Name     |
| <input type="checkbox"/> An Idea  | <input type="checkbox"/> None of the Above |
| <input type="checkbox"/> Money    |  |

84. In December 12th 2007, Mohammed bought 300 units of Afroco Corporation shares @ \$55 per share. On Dec 10th 2008, Mohammed sold all his shares for \$60 per share. What is Mohammed's percentage realised gain?

84. In December 12th 2007, Mohammed bought 300 units of Afroco Corporation shares @ \$55 per share. On Dec 10th 2008, Mohammed sold all his shares for \$60 per share. What is Mohammed's percentage realised gain?

- 8.3%
- 8.35%
- 9.1%
- 9%

85. To start a business, everyone needs 4 things in the following order.

- Money, Business partner, Idea, Plan
- Plan, Idea, Money, Office Space
- Idea, Plan, Money, Partners
- Partners, Money, Plan, Idea

86. Any good business idea must make money in the first year.

- Strongly agree
- Disagree
- Agree
- Strongly disagree
- Neither agree nor disagree

87. What type of economy allows the government to determine what, how, and whom products and services are produced

- Command
- Market

88. How do you balance your business, family and social life

- Family first, all the time, what am I working for anyway
- I don't have a balance especially in the first few months
- I always achieve a good balance each day

88. How do you balance your business, family and social life

- Family first, all the time, what am I working for anyway
- I don't have a balance especially in the first few months
- I always achieve a good balance each day
- Work first, all the time, it provides for the family

89. The cost price of 50 mangoes is equal to the selling price of 40 mangoes. What is the percentage profit

- 30%
- 20%
- 25%
- None of the above

## Section 4

This section contains some business and commercial questions. You are to choose the most correct answer based on the information available.

90.

Guide: The question given below is based on the table. Read the table carefully and answer the question that follows.

The table below shows some cost components of 3 products of a startup.

Product	Labour	Material	Social	Machine Rent	Holiday
O	100	320	75	30	100
X	45	150	39	20	0
Y	400	1,000	200	150	150

A: The direct cost of Product O is 495

B: The wholesale price of product X is greater than 300

C: The material cost of Y is an indirect cost.



C: The material cost of Y is an indirect cost.

Which of the above statements is incorrect;

- A
- B
- C
- A and B
- None of the above

\* 91. Kwesi lives in Ghana and just got his payout for his portion of his late father's will. He got a total of 4,000 Cedis. He invests 1,500 Cedis and 2,500 Cedis in property S and property T respectively. After a year, both properties are now worth 2,150 Cedis and 4,800 Cedis respectively. Property T is in an urban area and requires land use tax payment of 15%. Which of the properties is likely to give Kwesi more profit?

Choose the best option

- Property S
- Property T
- Both will give the same revenue

- Both will give the same revenue
- None of the above

92.

Guide: The question given below is based on the table. Read the table carefully and answer the question that follows.

The table below shows some cost components of 3 products of a startup.

Product	Labour	Material	Social	Machine Rent	Holiday
O	100	320	75	30	100
X	45	150	39	20	0
Y	400	1,000	200	150	150

Directors of the startup company are meeting to decide wholesale pricing for the 3 products. Directors have decided 2 keystone and the following options are on the table for the directors;

A: The wholesale price should be the sum of all direct and indirect costs

B: The wholesale price for each product should be at least twice the cost of labour and material

C: The wholesale price should be at least the total sum of twice the value of each cost component.

Which of the above is the best decision to take by the directors?

- A
- B
- C
- A & B
- None of the above.

93. Guide: The table below shows a pattern or rule of words.

Water	Fish	Crab
Sky	?	Eagle
Home	Mum	Dad

Which of the following fits the above pattern or rule?

- Dog
- Cat

- Dog
- Cat
- Son
- Aeroplane
- Vulture

\* 94. Musa ships cars into Ghana, Nigeria and Benin republic from the United States of America. The import duty costs are 10%, 25% and 12% respectively for used cars from the three countries and 25%, 40% and 20% for new cars.

Assuming VAT is the same in all three countries and Musa plans to buy a new car lot worth \$100,000 in three months for his business expansion. His current car lot capacity in each country is 50 cars, but he has a credit facility in the USA that allows him to ship as many cars as he wants. Musa has the following options as a strategy to meet his planned target.

A: Import more luxury cars with a huge markup

B: Give discounts such that guarantees sale of at least 10 cars every week.

C: Ship 100 cars for the two months, lease space from his friends at a cost and maintain the standard mark up

Which of the above options is best for Musa?

Which of the above options is best for Musa?

- A
- B
- C
- A & B
- A & C

\* 95.

The question given below provides a situation and asks you to make a judgment on the basis of the information given.

Company X has a team of A, B, C, D, E and F among other staff members. A team of 4 members needs to be selected for a client meeting from the listed names. 'A' is the marketing head of the organization, who plans and charts out the marketing strategies for the company. 'B' is the sales executive, who has been in constant contact with the client regarding the requirements. 'C' is the CFO of the organization. 'D' is the sales manager and a direct supervisor of 'B', who was also present in the previous conversations with the client. 'E' is the content lead, who has to design the product as per the client's needs. 'F' is one of the content team members of 'E'.

The meeting is with the CEO of the prospective client. Select the team which should go to the meeting.

- Selection 1: A team with A,B,C and D
- Selection 2: A team with A,C,E and F

- Selection 3: A team with A,B,D and E
- Selection 4: A team with B, C,E and F

\* 96. The question given below provides a situation and asks you to make a judgment on the basis of the information given.

A committee of 3 members for the education board is to be selected from a pool of 6 prospective candidates – A, B, C, D, E, and F. Candidates A, B and C are male and the rest are females. At least, one of the selected candidates should have a minimum of 10 years cognate experience in the education sector. The committee should have at least one male and a female candidate. Each of the committee members should have studied a different course for bachelor’s degree.

Which committee would most likely be selected?

- Committee A: Comprises D, E and F as its members. D is a doctor; E is a zoologist and F is an engineer. F has been teaching at a high school for the last 10 years.
- Committee B: Comprises A, B and F as its members. A is an architect; B is a botanist and F is an engineer. A has the highest work experience among the three selected members. Both B and F are serving in the educational sector for the last 12 years.
- Committee C: Comprises B, D and E as its members. Each of them has served as a teacher in school for the last 15 years. B and D are alumni of XL University. E is a botanist.

- Committee C: Comprises B, D and E as its members. Each of them has served as a teacher in school for the last 15 years. B and D are alumni of XL University. E is a botanist.
- Committee D: Comprises B, C and E as its members. Each of them has served as a teacher in school for different number of years. B is a zoologist, C is an engineer and E is a botanist.

\* 97. In Uganda, Susan invested UGX300,000 in the shares of a company X and UGX550,000 in the shares of a company Y. After a year, she sold all the shares of both companies for UGX400,000 and UGX700,000 respectively. What is her profit from company Y?  
Choose the best option

- More than 27%
- More than 33%
- Exactly 30%
- 50%
- None of the above

98. The question given below provides a situation and asks you to make a judgment using the

98. The question given below provides a situation and asks you to make a judgment using the information given.

You are the co-founder of company Y and need to hire an intern with some prior work or internship experience and graduated within the last 1 year with a score of at least 75%. The preferred candidate should have good communication skills, be willing to travel at short notices and be open to work different shifts.

- Yvonne: Graduated with an overall average of 75% with a bachelor's in computer science.
- Susan: Has good communication skills, interned for 90days at the university library and was the second-best graduating student from the faculty of business sciences.
- Dale: Graduated with a score of 79.3%, willing to work different shifts and ready to travel at any time.
- Willy: Interned at the university research centre for 3 months and graduated with a score of 79%. He is ready to travel to work at any time of the day and willing to travel at the shortest notice.

\* 99. Musa ships cars into Ghana, Nigeria and Benin republic from the United States of America. The import duty costs are 10%, 25% and 12% respectively for used cars from the three countries and 25%, 40% and 20% for new cars.

He has landed a used Benz C300 and a new Toyota Highlander for \$12,000 and \$30,000 respectively.



\* 99. Musa ships cars into Ghana, Nigeria and Benin republic from the United States of America. The import duty costs are 10%, 25% and 12% respectively for used cars from the three countries and 25%, 40% and 20% for new cars.

He has landed a used Benz C300 and a new Toyota Highlander for \$12,000 and \$30,000 respectively. For how much should he markup the cars, if he desires to make a minimum profit of 15% after giving a discount of 10% to a reseller in Abuja, Nigeria?

- \$15,000 and 39,000
- \$15,600 and 39,000
- \$24,000 and 60,000
- \$15,000 and 37,500
- \$17,500 and \$42,500

\* 100. Last year, Matthew bought two cars. This year, he sold both the cars for \$45,000 each. On one, he earned 20% profit, and on the other, he made a 20% loss. What was his net profit or loss?

- Profit of \$7,500
- Loss of \$3,750
- Profit of \$3,750

- Loss of \$3,750
- Profit of \$3,750
- Loss of \$7,500

101.

Guide: The question given below is based on the table. Read the table carefully and answer the question that follows.

The table below shows some cost components of 3 products of a startup.

Product	Labour	Material	Social	Machine Rent	Holiday
O	100	320	75	30	100
X	45	150	39	20	0
Y	400	1,000	200	150	150

Peter plans to be a retailer of product Y of the above startup company. Assuming Peter uses 2 keystones, what would be Peter's MSRP for the product?

- 1,900
- 3,800

Peter plans to be a retailer of product Y of the above startup company. Assuming Peter uses 2 keystones, what would be Peter's MSRP for the product?

- 1,900
- 3,000
- 4,000
- 3,800
- 5,000

102. Guide: The table below shows a pattern or rule of numbers.

3	6	2
5	20	4
?	42	6

Which of the following fits the same pattern or rule?

- 6
- 10

- 6
- 10
- 15
- 7
- 9

103. Guide: The table below shows a sequence of alphabets;

XY	AB	AX
YZ	BC	BY
XZ	AC	?

Which of the options below best fill the blank?

- AX
- CX
- ZC
- XA

- CX
- XA
- CZ

\* 104. In Nairobi, Brenda just got the 2019 TEF grant of \$5,000. Her business is in the idea stage but has the potential of earning a monthly revenue of \$500 from the 7th month and up to \$750 monthly from the 12th month according to her business plan. However, by the time she got the grant, her cousin Tim who is into AirBnB business and has made over 100% of his investment in 2years is trying to convince her to do the AirBnB business with the TEF grant instead. She has come to meet you for advice, what would you recommend to her?

Choose the best option

- Follow Tim's suggestion since it is a proven business and makes more money.
- Split the money into two, invest half in her original idea and the other half in the AirBnB business
- Follow through with her business plan and grow the business
- Save the money in the bank and earn interest because she is now afraid she might lose the grant.
- Inform TEF that she has a change of plans and then wait for approval to do the AirBnB business.



## Declaration

The next set of questions are required for your declaration. Your response to each indicates that you accept or decline each statement.

\* 105. Have you applied for the TEF Programme previously?

- Yes
- No

106. If yes, in what year did you apply?

\* 107. Have you received seed capital for the TEF Programme in previous cycles?

- Yes
- No

108. If yes, what year(s)

- 2015
- 2016
- 2017
- 2018
- 2019

109. Do you have business partners or collaborators who are Alumnus of the Programme?

- Yes
- No

110. Are you a sanctioned person or / a business partner of / or a close relative/ or a friend of a sanctioned person or group? (*Sanction Meaning: Punitive or restrictive measures imposed on a country, person or business*)

Yes

No

111. Do you, your business partner or your company have any direct/indirect dealings involving a sanctioned country or a sanctioned person/group?

Yes

No

112. Do you or does your company/business or business partner(s) have any ownership interest in an asset located in a sanctioned country?

Yes

No



113. Are you a politically exposed person or a close relative/friend of a politically exposed person? (*Politically Exposed Person Meaning: One who has held prominent public/political office or publicly shown interest in holding prominent public/political office*)

Yes

No

114. Have you or your business partner(s) ever been investigated, arrested or penalised for any terrorist-related charges

Yes

No

115. Have you or your business partner(s) ever been investigated, arrested, or penalised for any financial related offence

Yes

No

116. Have you or your business partner(s) ever been investigated, arrested or convicted of any crime?

Yes

No

117. Are you in business with any TEF staff or staff of any TEF affiliated company? (TEF Affiliated Companies meaning: includes any company in the Heirs Holding investment portfolio)

Yes

No

118. Are you a current or previous staff of any TEF affiliated company?

Yes

No

# The TEF 2020 Assessment Center [1.4]

## 1. Are you registered on TEFConnect?



Answered: 124 Skipped: 0

Yes	56%	70
No	44%	54

Total Respondents 124



THE TONY ELUMELU  
FOUNDATION

**THANK YOU**