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# **Capsim Exam with complete solutions**

## **2024/2025**

1. When opening the Excel version of Capstone®, you should Macros do what to Macros? - ANSWER-Enable

If there are two identical products, one that has 100% accessibility and one that has 0% accessibility, - ANSWER-the product with 100% accessibility will outsell the other 2 to 1 providing all other attributes are identical.

3. How many products does every team start with? - ANSWER-Five products

4. What are three of the five Segments? - ANSWER-a. Traditional, Low End, Performance

5. A segment manager's task is to - ANSWER-b. verify the products entering and leaving a segment, the margin potential for those products, capacity level and the distribution system as compared to competitors.

6. What is the difference between the market segments at the beginning of the round to the final round? - ANSWER-b. The fine cuts overlap in the beginning and in year 8 only the rough cuts overlap.

7. Successful managers will: - ANSWER-a. Create a strategy  
b. Coordinate company activities  
c. Analyze the market and its competing products

# Capsim Exam Guide

**F Rizvi**



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