Chapter 1

*Student: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

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| 1. | While leaders who think and act with an "entrepreneurial mind" can certainly make a critical difference with exciting, higher potential ventures, they typically can have little impact on firms that are stagnant or declining.  True    False |

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| 2. | The need for affiliation is the desire to build a warm relationship with someone else and/or to enjoy mutual friendship.  True    False |

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| 3. | After years of research, it is now possible to take a number of people, give them a specialized test, and determine those in the group that do and do not possess entrepreneurial minds.  True    False |

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| 4. | Survival odds for a venture go up once you reach the benchmark of $1 million in sales and 20 employees.  True    False |

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| 5. | As long as everyone in an organization is committed to the highest ethical standards, it is not usually necessary to spend the time and effort to develop and implement any sort of formalized ‘integrity strategy' for the business.  True    False |

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| 6. | Social scientists, venture capitalists, investors, and entrepreneurs believe that the eventual success of a new venture is largely dependent upon the talent and behaviour of the lead entrepreneur and of his or her team.  True    False |

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| 7. | A study of entrepreneurs revealed that those who moved quickly and were profit-oriented were much more likely to excel in business than those who were planners.  True    False |

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| 8. | One predictable research finding was that driven, successful entrepreneurs are generally not patient individuals.  True    False |

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| 9. | Successful entrepreneurs are gamblers.  True    False |

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| 10. | For a successful entrepreneur, seeking and using feedback is central to the habit of learning from mistakes and setbacks, and of responding to the unexpected.  True    False |

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| 11. | While certain individuals possess such inborn characteristics as energy and raw intelligence, these characteristics do not necessarily mean that they will succeed as entrepreneurs.  True    False |

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| 12. | Almost without exception, entrepreneurs live under huge, constant pressures until their firms have survived the start-up phase; after that, it typically gets easier.  True    False |

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| 13. | Founders should compete with peers in the company as a way of fostering team cohesion and spirit.  True    False |

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| --- | --- |
| 14. | In the face of tasks that are deemed unsolvable, entrepreneurs will actually give up sooner than others do.  True    False |

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| --- | --- |
| 15. | Successful entrepreneurs possess a well-developed capacity to exert influence without formal power.  True    False |

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| 16. | Rather than willingly put themselves in situations where they are personally responsible for the success or failure of the operation, the best entrepreneurs find ways to distribute risk among the various stakeholders and constituents.  True    False |

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| 17. | The need to possess an objective way of keeping score, such as changes in profits, sales, or stock price, often makes money the primary motivator for driven entrepreneurs.  True    False |

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| --- | --- |
| 18. | Evidence suggests that the most durable entrepreneurial careers, those found to last 25 years or more, were begun at an earlier age before the person had made any substantial commitments to a specific career path.  True    False |

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| --- | --- |
| 19. | Since entrepreneurs frequently evolve from an entrepreneurial heritage or are shaped and nurtured by their closeness to entrepreneurs and others, the concept of an apprenticeship can be a useful one.  True    False |

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| 20. | Numerous studies show little connection between the presence of role models in their lives and the emergence of successful entrepreneurs.  True    False |

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| --- | --- |
| 21. | Entrepreneurs work both more and less than their counterparts in large organizations.  True    False |

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| --- | --- |
| 22. | Studies have indicated that 90 percent or more of founders start their companies in the same marketplace, technology, or industry they have been working in.  True    False |

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| --- | --- |
| 23. | Most successful entrepreneurs have had a personal strategy to help them achieve their dreams and goals, both implicitly and explicitly.  True    False |

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| --- | --- |
| 24. | Crafting a personal entrepreneurial strategy can be viewed as the personal equivalent of developing a business plan.  True    False |

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| 25. | Top-tier ventures that achieve a critical mass can do what?

|  |  |
| --- | --- |
| A.  | Attract good people |

|  |  |
| --- | --- |
| B.  | Enhance the prospect of a harvest |

|  |  |
| --- | --- |
| C.  | Lift a community |

|  |  |
| --- | --- |
| D.  | All of the answers are correct |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 26. | Research has found that people are motivated by which of the following?

|  |  |
| --- | --- |
| A.  | The need for achievement |

|  |  |
| --- | --- |
| B.  | The need for power |

|  |  |
| --- | --- |
| C.  | The need for affiliation |

|  |  |
| --- | --- |
| D.  | All of the answers are correct |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 27. | What is one of the primary attributes that separates entrepreneurial types from inventors, promoters, and managers?

|  |  |
| --- | --- |
| A.  | Creativity and insight |

|  |  |
| --- | --- |
| B.  | Conservation of resources |

|  |  |
| --- | --- |
| C.  | Long range planning |

|  |  |
| --- | --- |
| D.  | Marshalling diverse resources |

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| 28. | According to the authors, which of the six dominant themes of entrepreneurship is the most important?

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| --- | --- |
| A.  | Leadership |

|  |  |
| --- | --- |
| B.  | Opportunity Obsession |

|  |  |
| --- | --- |
| C.  | Commitment and Determination |

|  |  |
| --- | --- |
| D.  | Tolerance of Risk, Ambiguity, and Uncertainty |

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| 29. | Which of the following are nonentrepreneurial attributes?

|  |  |
| --- | --- |
| A.  | Invulnerability |

|  |  |
| --- | --- |
| B.  | Perfectionist |

|  |  |
| --- | --- |
| C.  | Knows it all |

|  |  |
| --- | --- |
| D.  | All of the answers are correct |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 30. | Building a substantial enterprise that will contribute something lasting and relevant to the world while realizing a capital gain can typically take how long?

|  |  |
| --- | --- |
| A.  | 1-3 years |

|  |  |
| --- | --- |
| B.  | 3-5 years |

|  |  |
| --- | --- |
| C.  | 5-10 years |

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| --- | --- |
| D.  | 10-15 years |

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| 31. | An organization's needs are satisfied \_\_\_\_\_\_\_\_\_\_\_ those of the other constituents the enterprise serves.

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| --- | --- |
| A.  | in parallel with |

|  |  |
| --- | --- |
| B.  | before |

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| --- | --- |
| C.  | after |

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| --- | --- |
| D.  | None of the answers is correct; depends on the situation |

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| 32. | Successful entrepreneurs initially focus on what?

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| --- | --- |
| A.  | Money |

|  |  |
| --- | --- |
| B.  | Resources |

|  |  |
| --- | --- |
| C.  | Networking |

|  |  |
| --- | --- |
| D.  | Opportunity |

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| 33. | "Veridical awareness" refers to an entrepreneur's ability to

|  |  |
| --- | --- |
| A.  | Understand their limitations |

|  |  |
| --- | --- |
| B.  | Believe in themselves |

|  |  |
| --- | --- |
| C.  | Maintain a sense of perspective |

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| D.  | All of the answers are correct |

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| 34. | According to venture investors, what is a realistic time frame for growing a higher potential business to the point where a capital gain can be realized?

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| --- | --- |
| A.  | 1-3 years |

|  |  |
| --- | --- |
| B.  | 2-5 years |

|  |  |
| --- | --- |
| C.  | 7-8 years |

|  |  |
| --- | --- |
| D.  | 10-15 years |

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| 35. | Which of the following is not a paradox of entrepreneurship?

|  |  |
| --- | --- |
| A.  | Flexibility vs. opportunity focus |

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| --- | --- |
| B.  | Resource requirements vs. ownership |

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| --- | --- |
| C.  | Age vs. experience |

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| --- | --- |
| D.  | Drive and ambition vs. wisdom and judgment |

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| 36. | Increasingly, research studies on the career paths of entrepreneurs and the self-employed suggest that which of the following is the central factor in successful venture creation?

|  |  |
| --- | --- |
| A.  | Networking |

|  |  |
| --- | --- |
| B.  | The ability to marshal resources |

|  |  |
| --- | --- |
| C.  | Experience and know-how |

|  |  |
| --- | --- |
| D.  | The ability to attract and motivate an effective team |

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| 37. | According to research, which of the following statements is false?

|  |  |
| --- | --- |
| A.  | Many successful entrepreneurs do not have prior industry experience |

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| --- | --- |
| B.  | Most successful entrepreneurs start companies by their late 20s |

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| C.  | Most successful entrepreneurs follow a pattern of apprenticeship |

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| D.  | Too much money at the outset can lead to serious problems and failure |

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| 38. | In general, how long will venture capitalists work with a start-up before declaring the company a ‘lemon'?

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| A.  | Up to a year |

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| --- | --- |
| B.  | About two and half years |

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| --- | --- |
| C.  | At least three years |

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| D.  | Three to seven years |

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| 39. | Which of the following is not a persistent myth about entrepreneurs?

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| A.  | Leaders are born, not made |

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| B.  | Entrepreneurs are gamblers |

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| C.  | Solo entrepreneurs limit their potential for growth |

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| D.  | Entrepreneurs should be young and energetic |

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| 40. | Crafting a Personal Entrepreneurial Strategy can

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| --- | --- |
| A.  | Create tension and pressure |

|  |  |
| --- | --- |
| B.  | Heighten the fear of failure |

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| --- | --- |
| C.  | Spark action towards achievable goals |

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| D.  | All of the answers are correct |

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| 41. | What are 3 of the skills and capacities not measured by standardized testing?      |

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| 42. | Name the conceptual scheme for thinking about the self-assessment process where there are two sources of information about the self: the individual, and others.      |

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| 43. | What plays a significant role in influencing an entrepreneur's values, motivations, attitudes, and behaviours?      |

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| 44. | Discuss the concept of ‘hero maker' with regard to entrepreneurial leadership.      |

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| 45. | How do successful entrepreneurs mitigate the risk inherent in starting and building a new venture?      |

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| 46. | Why is an apprenticeship a good idea for an aspiring entrepreneur?      |

Chapter 1 Key

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| --- | --- |
| 1.*(p. 2)* | While leaders who think and act with an "entrepreneurial mind" can certainly make a critical difference with exciting, higher potential ventures, they typically can have little impact on firms that are stagnant or declining.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #1* |

|  |  |
| --- | --- |
| 2.*(p. 7)* | The need for affiliation is the desire to build a warm relationship with someone else and/or to enjoy mutual friendship.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #2* |

|  |  |
| --- | --- |
| 3.*(p. 2)* | After years of research, it is now possible to take a number of people, give them a specialized test, and determine those in the group that do and do not possess entrepreneurial minds.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #3* |

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| --- | --- |
| 4.*(p. 1)* | Survival odds for a venture go up once you reach the benchmark of $1 million in sales and 20 employees.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #4* |

|  |  |
| --- | --- |
| 5.*(p. 2)* | As long as everyone in an organization is committed to the highest ethical standards, it is not usually necessary to spend the time and effort to develop and implement any sort of formalized ‘integrity strategy' for the business.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: HardLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #5* |

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| 6.*(p. 6)* | Social scientists, venture capitalists, investors, and entrepreneurs believe that the eventual success of a new venture is largely dependent upon the talent and behaviour of the lead entrepreneur and of his or her team.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #6* |

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| 7.*(p. 7)* | A study of entrepreneurs revealed that those who moved quickly and were profit-oriented were much more likely to excel in business than those who were planners.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: HardLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #7* |

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| 8.*(p. 11)* | One predictable research finding was that driven, successful entrepreneurs are generally not patient individuals.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #8* |

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| --- | --- |
| 9.*(p. 13)* | Successful entrepreneurs are gamblers.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #9* |

|  |  |
| --- | --- |
| 10.*(p. 15)* | For a successful entrepreneur, seeking and using feedback is central to the habit of learning from mistakes and setbacks, and of responding to the unexpected.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #10* |

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| 11.*(p. 8)* | While certain individuals possess such inborn characteristics as energy and raw intelligence, these characteristics do not necessarily mean that they will succeed as entrepreneurs.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #11* |

|  |  |
| --- | --- |
| 12.*(p. 8)* | Almost without exception, entrepreneurs live under huge, constant pressures until their firms have survived the start-up phase; after that, it typically gets easier.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #12* |

|  |  |
| --- | --- |
| 13.*(p. 10)* | Founders should compete with peers in the company as a way of fostering team cohesion and spirit.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #13* |

|  |  |
| --- | --- |
| 14.*(p. 10)* | In the face of tasks that are deemed unsolvable, entrepreneurs will actually give up sooner than others do.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #14* |

|  |  |
| --- | --- |
| 15.*(p. 11)* | Successful entrepreneurs possess a well-developed capacity to exert influence without formal power.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #15* |

|  |  |
| --- | --- |
| 16.*(p. 14-15)* | Rather than willingly put themselves in situations where they are personally responsible for the success or failure of the operation, the best entrepreneurs find ways to distribute risk among the various stakeholders and constituents.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #16* |

|  |  |
| --- | --- |
| 17.*(p. 16)* | The need to possess an objective way of keeping score, such as changes in profits, sales, or stock price, often makes money the primary motivator for driven entrepreneurs.  **FALSE** |

|  |
| --- |
| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #17* |

|  |  |
| --- | --- |
| 18.*(p. 20)* | Evidence suggests that the most durable entrepreneurial careers, those found to last 25 years or more, were begun at an earlier age before the person had made any substantial commitments to a specific career path.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed.Spinelli - Chapter 01 #18* |

|  |  |
| --- | --- |
| 19.*(p. 20)* | Since entrepreneurs frequently evolve from an entrepreneurial heritage or are shaped and nurtured by their closeness to entrepreneurs and others, the concept of an apprenticeship can be a useful one.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed.Spinelli - Chapter 01 #19* |

|  |  |
| --- | --- |
| 20.*(p. 22)* | Numerous studies show little connection between the presence of role models in their lives and the emergence of successful entrepreneurs.  **FALSE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed.Spinelli - Chapter 01 #20* |

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| 21.*(p. 26)* | Entrepreneurs work both more and less than their counterparts in large organizations.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-04 Describe the characteristics of various entrepreneurial groups.Spinelli - Chapter 01 #21* |

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| --- | --- |
| 22.*(p. 25)* | Studies have indicated that 90 percent or more of founders start their companies in the same marketplace, technology, or industry they have been working in.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-04 Describe the characteristics of various entrepreneurial groups.Spinelli - Chapter 01 #22* |

|  |  |
| --- | --- |
| 23.*(p. 29)* | Most successful entrepreneurs have had a personal strategy to help them achieve their dreams and goals, both implicitly and explicitly.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-05 Develop a personal entrepreneurial strategy; including a self-assessment and goalsetting process that can become a lifelong habit of entrepreneurial thinking and action.Spinelli - Chapter 01 #23* |

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| --- | --- |
| 24.*(p. 31)* | Crafting a personal entrepreneurial strategy can be viewed as the personal equivalent of developing a business plan.  **TRUE** |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-05 Develop a personal entrepreneurial strategy; including a self-assessment and goalsetting process that can become a lifelong habit of entrepreneurial thinking and action.Spinelli - Chapter 01 #24* |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 25.*(p. 1)* | Top-tier ventures that achieve a critical mass can do what?

|  |  |
| --- | --- |
| A.  | Attract good people |

|  |  |
| --- | --- |
| B.  | Enhance the prospect of a harvest |

|  |  |
| --- | --- |
| C.  | Lift a community |

|  |  |
| --- | --- |
| **D.**  | All of the answers are correct |

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| *Accessibility: Keyboard NavigationDifficulty: HardLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #25* |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 26.*(p. 6-7)* | Research has found that people are motivated by which of the following?

|  |  |
| --- | --- |
| A.  | The need for achievement |

|  |  |
| --- | --- |
| B.  | The need for power |

|  |  |
| --- | --- |
| C.  | The need for affiliation |

|  |  |
| --- | --- |
| **D.**  | All of the answers are correct |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #26* |

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| 27.*(p. 6)* | What is one of the primary attributes that separates entrepreneurial types from inventors, promoters, and managers?

|  |  |
| --- | --- |
| A.  | Creativity and insight |

|  |  |
| --- | --- |
| B.  | Conservation of resources |

|  |  |
| --- | --- |
| C.  | Long range planning |

|  |  |
| --- | --- |
| **D.**  | Marshalling diverse resources |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur.Spinelli - Chapter 01 #27* |

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| 28.*(p. 8)* | According to the authors, which of the six dominant themes of entrepreneurship is the most important?

|  |  |
| --- | --- |
| A.  | Leadership |

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| --- | --- |
| B.  | Opportunity Obsession |

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| --- | --- |
| **C.**  | Commitment and Determination |

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| --- | --- |
| D.  | Tolerance of Risk, Ambiguity, and Uncertainty |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #28* |

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| 29.*(p. 10)* | Which of the following are nonentrepreneurial attributes?

|  |  |
| --- | --- |
| A.  | Invulnerability |

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| --- | --- |
| B.  | Perfectionist |

|  |  |
| --- | --- |
| C.  | Knows it all |

|  |  |
| --- | --- |
| **D.**  | All of the answers are correct |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #29* |

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| 30.*(p. 11)* | Building a substantial enterprise that will contribute something lasting and relevant to the world while realizing a capital gain can typically take how long?

|  |  |
| --- | --- |
| A.  | 1-3 years |

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| --- | --- |
| B.  | 3-5 years |

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| --- | --- |
| **C.**  | 5-10 years |

|  |  |
| --- | --- |
| D.  | 10-15 years |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #30* |

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| 31.*(p. 12)* | An organization's needs are satisfied \_\_\_\_\_\_\_\_\_\_\_ those of the other constituents the enterprise serves.

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| **A.**  | in parallel with |

|  |  |
| --- | --- |
| B.  | before |

|  |  |
| --- | --- |
| C.  | after |

|  |  |
| --- | --- |
| D.  | None of the answers is correct; depends on the situation |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #31* |

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| 32.*(p. 11)* | Successful entrepreneurs initially focus on what?

|  |  |
| --- | --- |
| A.  | Money |

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| --- | --- |
| B.  | Resources |

|  |  |
| --- | --- |
| C.  | Networking |

|  |  |
| --- | --- |
| **D.**  | Opportunity |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #32* |

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| 33.*(p. 16)* | "Veridical awareness" refers to an entrepreneur's ability to

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| --- | --- |
| **A.**  | Understand their limitations |

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| --- | --- |
| B.  | Believe in themselves |

|  |  |
| --- | --- |
| C.  | Maintain a sense of perspective |

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| D.  | All of the answers are correct |

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| *Accessibility: Keyboard NavigationDifficulty: HardLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #33* |

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| 34.*(p. 20)* | According to venture investors, what is a realistic time frame for growing a higher potential business to the point where a capital gain can be realized?

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| --- | --- |
| A.  | 1-3 years |

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| --- | --- |
| B.  | 2-5 years |

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| --- | --- |
| **C.**  | 7-8 years |

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| --- | --- |
| D.  | 10-15 years |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed.Spinelli - Chapter 01 #34* |

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| 35.*(p. 21)* | Which of the following is not a paradox of entrepreneurship?

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| A.  | Flexibility vs. opportunity focus |

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| **B.**  | Resource requirements vs. ownership |

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| --- | --- |
| C.  | Age vs. experience |

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| --- | --- |
| D.  | Drive and ambition vs. wisdom and judgment |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed.Spinelli - Chapter 01 #35* |

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| 36.*(p. 22)* | Increasingly, research studies on the career paths of entrepreneurs and the self-employed suggest that which of the following is the central factor in successful venture creation?

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| --- | --- |
| A.  | Networking |

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| --- | --- |
| B.  | The ability to marshal resources |

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| --- | --- |
| **C.**  | Experience and know-how |

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| D.  | The ability to attract and motivate an effective team |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed.Spinelli - Chapter 01 #36* |

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| 37.*(p. 22, 25)* | According to research, which of the following statements is false?

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| A.  | Many successful entrepreneurs do not have prior industry experience |

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| **B.**  | Most successful entrepreneurs start companies by their late 20s |

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| --- | --- |
| C.  | Most successful entrepreneurs follow a pattern of apprenticeship |

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| D.  | Too much money at the outset can lead to serious problems and failure |

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| *Accessibility: Keyboard NavigationDifficulty: HardLearning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed.Learning Objective: 01-04 Describe the characteristics of various entrepreneurial groups.Spinelli - Chapter 01 #37* |

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| 38.*(p. 20, 25)* | In general, how long will venture capitalists work with a start-up before declaring the company a ‘lemon'?

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| A.  | Up to a year |

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| --- | --- |
| **B.**  | About two and half years |

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| --- | --- |
| C.  | At least three years |

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| D.  | Three to seven years |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed.Learning Objective: 01-04 Describe the characteristics of various entrepreneurial groups.Spinelli - Chapter 01 #38* |

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| 39.*(p. 23-24)* | Which of the following is not a persistent myth about entrepreneurs?

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| A.  | Leaders are born, not made |

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| B.  | Entrepreneurs are gamblers |

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| --- | --- |
| **C.**  | Solo entrepreneurs limit their potential for growth |

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| D.  | Entrepreneurs should be young and energetic |

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| *Accessibility: Keyboard NavigationDifficulty: ModerateLearning Objective: 01-04 Describe the characteristics of various entrepreneurial groups.Spinelli - Chapter 01 #39* |

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| 40.*(p. 31)* | Crafting a Personal Entrepreneurial Strategy can

|  |  |
| --- | --- |
| A.  | Create tension and pressure |

|  |  |
| --- | --- |
| B.  | Heighten the fear of failure |

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| --- | --- |
| C.  | Spark action towards achievable goals |

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| **D.**  | All of the answers are correct |

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| *Accessibility: Keyboard NavigationDifficulty: EasyLearning Objective: 01-05 Develop a personal entrepreneurial strategy; including a self-assessment and goalsetting process that can become a lifelong habit of entrepreneurial thinking and action.Spinelli - Chapter 01 #40* |

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| 41.*(p. 28-29)* | What are 3 of the skills and capacities not measured by standardized testing?  Any three of the following: leadership, interpersonal skills, team building and playing, creativity and ingenuity, motivation, learning skills, persistence and determination, values, ethics, honesty, and integrity, goal-setting orientation, self-discipline, frugality, resourcefulness, resiliency and capacity to handle adversity, ability to seek, listen, and use feedback, reliability, dependability, and sense of humour. |

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| *Difficulty: ModerateLearning Objective: 01-04 Describe the characteristics of various entrepreneurial groups.Spinelli - Chapter 01 #41* |

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| 42.*(p. 31)* | Name the conceptual scheme for thinking about the self-assessment process where there are two sources of information about the self: the individual, and others.  The Johari Window |

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| *Difficulty: EasyLearning Objective: 01-05 Develop a personal entrepreneurial strategy; including a self-assessment and goalsetting process that can become a lifelong habit of entrepreneurial thinking and action.Spinelli - Chapter 01 #42* |

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| 43.*(p. 32)* | What plays a significant role in influencing an entrepreneur's values, motivations, attitudes, and behaviours?  Personal history |

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| *Difficulty: EasyLearning Objective: 01-05 Develop a personal entrepreneurial strategy; including a self-assessment and goalsetting process that can become a lifelong habit of entrepreneurial thinking and action.Spinelli - Chapter 01 #43* |

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| 44.*(p. 11)* | Discuss the concept of ‘hero maker' with regard to entrepreneurial leadership.  Entrepreneurs who create and build substantial enterprises are not lone wolves and super-independent. They do not need to collect all the credit for the effort. They not only recognize the reality that it is rarely possible to build a substantial business working all alone, but also actively build a team. They have an uncanny ability to make heroes out of the people they attract to the venture by giving responsibility and sharing credit for accomplishments. Hero makers try to make the pie bigger and better, rather than jealously clutching and hoarding a tiny pie that is all theirs. They have a capacity for objective interpersonal relationships as well, which enables them to smooth out individual differences of opinion by keeping attention focused on the common goal to be achieved. |

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| *Difficulty: HardLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #44* |

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| 45.*(p. 13-14)* | How do successful entrepreneurs mitigate the risk inherent in starting and building a new venture?  Entrepreneurs calculate the risk carefully and thoroughly and do everything possible to get the odds in their favour. Entrepreneurs manage risk by transferring it to others. Partners and creditors put up money and put their reputations on the line, and investors do likewise. Customers advance payments and suppliers advance credit. Entrepreneurs also limit the risks they initiate by carefully defining and strategizing their goals and by controlling and monitoring their means—and by tailoring them both to what they see the future to be. |

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| *Difficulty: HardLearning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures.Spinelli - Chapter 01 #45* |

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| 46.*(p. 19-22, 29)* | Why is an apprenticeship a good idea for an aspiring entrepreneur?  An apprenticeship can be an integral part of the process of shaping an entrepreneurial career. Gathering knowledge by following others is a great way to quickly and safely move up the learning curve. Quick, because one can learn from the experience of others. Safe, because one need not repeat the mistakes of others. A good mentor can help the lead entrepreneur or one-day lead entrepreneur hone skills that otherwise may take years to accumulate. |

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| *Difficulty: HardLearning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed.Learning Objective: 01-05 Develop a personal entrepreneurial strategy; including a self-assessment and goalsetting process that can become a lifelong habit of entrepreneurial thinking and action.Spinelli - Chapter 01 #46* |

Chapter 1 Summary

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| *Category* | *# of Questions* |
| Accessibility: Keyboard Navigation | 40 |
| Difficulty: Easy | 21 |
| Difficulty: Hard | 8 |
| Difficulty: Moderate | 17 |
| Learning Objective: 01-01 Evaluate whether being an entrepreneur gives sustaining energy or takes it away. Analyze what characteristics contribute to being an entrepreneur. | 10 |
| Learning Objective: 01-02 Describe the entrepreneurial mind—the strategies; habits; attitudes; and behaviours that work for entrepreneurs who build higher potential ventures. | 18 |
| Learning Objective: 01-03 Defend the benefits of an apprenticeship and an entrepreneurs creed. | 9 |
| Learning Objective: 01-04 Describe the characteristics of various entrepreneurial groups. | 6 |
| Learning Objective: 01-05 Develop a personal entrepreneurial strategy; including a self-assessment and goalsetting process that can become a lifelong habit of entrepreneurial thinking and action. | 6 |
| Spinelli - Chapter 01 | 46 |