MGT602: Quiz 1 Question# 1:

Which of the following is the ability to use the imagination to develop new things?

- Planning
- **Creativity-**
- Invention
- Reliability

MGT602: Quiz 1 Question# 2:

The entrepreneur must possess the abilities of:

- Creativity
- Leadership
- Understanding environment
- **All of the given options**

MGT602: Quiz 1 Question# 3:

Due to entrepreneurial activity, value in the business becomes:

- Less
- **Greater**
- Constant
- None of the given option

MGT602: Quiz 1 Question# 4:

Entrepreneurship is the process of:

- Destructive creation
- Creative destruction
- Destructive innovation
- **Creative imitation-**

MGT602: Quiz 1 Question# 5:

An entrepreneur in fact offers _____ to its customers through a business offering:

- Resources
- **Value**
- Materials
- Services

MGT602: Quiz 1 Question# 6:

A small venture that supports the owners and usually does not grow is termed as:

- Foundation company
- Gazelle
- **Lifestyle firm**
- Base firm

MGT602: Quiz 1 Question# 7:

Which of the following is the fruitful source for identifying business opportunities?

- Business associates
- Technical people
- Consumers
- **All of the given options**

MGT602: Quiz 1 Question# 8:

Which of the following type of company is also call "Gazelles"?

- Life Style Firm
- Foundation Companies
- **High-Potential Venture**
- None of the given option

MGT602: Quiz 1 Question# 9:

Which of the following is an individual who creates something for the first time?

- Entrepreneur
- **Inventor**
- Manager
- Executive

- **Which one of the following best describes the flow of goods and services from production to the custome**r?
  Organizational plan
  Marketing plan
  Operations plan
  Financial plan
-
- Which one of the following theory has the attribute of moderate risk taking as a function of skill, not chance?
  Need for independence
  Need for achievement
  Need for affiliation
  Need for authority

In which of the following domain; individuals take decision to help others for achieving their dreams?
Traditional managers
Entrepreneurs

Intrapreneurs
Administrative managers

The business plan should be prepared by:

Entrepreneurs
Consultants
Engineers
Small business administration services
Lesson 21
The business plan should be prepared by the entrepreneur; however, he or she may consult many sources.

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The longest lasting trade agreement with the objective of liberalizing trade by eliminating or reducing tariffs, subsidies and quotas is:

Free trade area – FTA
European community – EC
General agreement on tariffs and trade – GATT
The North American free trade agreement – NAFTA
Lesson 13
GATT is a multilateral agreement with the objective of liberalizing trade by eliminating tariffs and import quotas. In each round, mutual tariff reductions are negotiated between member nations.

The period in which the money person entered into a contract with the go-between to sell his goods is known as

Middle ages
18th century
17th century
Earliest period
Lesson 01
Earliest Period: In this period the money person (forerunner of the capitalist) entered into a contract with the go-between to sell his goods.

----------viewed the entrepreneur as a risk taker who “buy(s) at an uncertain price, therefore operating at a risk”.

Eli Whitney
Edward hariman
Richard cantillon
Thomas Edison
Lesson 01
In the 17th century the entrepreneur was a person who entered into a contract with the government to perform a service Richard Cantillon, a noted economist of the 1700s,

developed theories of the entrepreneur and is regarded as the founder of the term. He viewed the entrepreneur as a risk taker who "buy[s] at certain price and sell[s] at an uncertain price, therefore operating at a risk."

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A--------- is a professional money manager who makes risk investment from a pool of equity capital to obtain a high rate of return on investments

venture capitalist
entrepreneur
businessman
buyer
Lesson 01
A venture capitalist is a professional money manager who makes risk investments from a pool of equity capital to obtain a high rate of return on investments.

In the ---------- century, the notion of an entrepreneur as an innovator was established.

17th century
late 19th century
Middle of the 20th century
18th century

Lesson 01
In the middle of the 20th century, the notion of an entrepreneur as an innovator was established.

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In almost all definitions of entrepreneurship there is agreement that we are talking about a kind of behavior that includes:

Initiative taking
The organizing and reorganizing or social/economic mechanisms to turn resources and situations to practical account.
The acceptance of risk or failure
All of the given option

Lesson 01
In almost all definitions of entrepreneurship, there is agreement that we are talking about a kind of behavior that includes:
1. Initiative taking
2. The organizing and reorganizing or social/economic mechanisms to turn resources and situations to practical account.
3. The acceptance of risk or failure.

What is the primary concern of founders who trade equity for capital for their growing venture?
Capitalization

Investor capabilities
Valuation
Control

Enterpreneurship MGT602

2nd Mid Term Quiz Lec 1 to 22

The commitment of administrative domain to the resources is for:

Periodic intervals

Total amount needed

For certain tasks

For long time

Professional support network includes following EXCEPT:

Personal affiliations

Mentor

Trade associations

Friends

Foundation companies are formed from:

Fashion

Most popular business

A winding up company

Research and development

Generally, male entrepreneurs start their first venture in the age of:

Late 20s

Early 30s

Late 30s

Early 40s

The resistance of employees in an organization against flexibility, growth, and diversification can be overcome by developing:

Entrepreneurship

Intrapreneurship

Managerial domain

Administrative domain

The startups which rarely go public are called:

Life style

Foundation Company

Small company

High potential venture

The former USSR received technology and syrup from Pepsi and provided it with Soviet vodka and rights to distribute it in the US. This is an example of:

Economic development

Barter system

Balance of payment

International trade

Which one of the following is NOT a condition of a contract?

An offer is made

An acceptance of offer

Contract must be illegal

Consideration is given

Which of the following firm achieves modest growth:

High potential growth firm

Foundation firm

Life style

Public company

Developing a new idea through inquiry and testing is called:

Heuristics

Forced relationship

Scientific method

Value analysis

Entrepreneurial success has been significant because of the culture and the political and economic systems in _____.

European countries

Asian countries

Transition economies

Middle East

Members of distribution channels are excellent sources for new ideas because:

They are familiar with the needs of the market

They earn a handsome profit from new business

They do not bother if entrepreneur bears a loss

They have well-developed sales force

Which of the following is alternatively called corporate venturing?

Entrepreneurship

Intrapreneurship

Act of stating a new venture

Offering new products by an existing company

The importance of intellectual property should be understood by entrepreneur even before:

Hiring a manager

Engaging an attorney

Developing a product

Establishing new venture

Which one of the Following is the way by which an entrepreneur can enter into international business?

Export

Non equity arrangements

Direct foreign investment

All of the given options

A typical inventor is usually _____.

Highly creative & in love with the invention

Does not encourage change

Willing to modify the invention in order to augment commercial benefit

None of the given options

A contract must be signed by:

At least one party

Both the parties

Not necessary to sign

By third party

A patent is granted for a specified amount of time because of the assumption:

That during this time firm will cover its development costs

That firm will earn a sufficient profit during this period

To limit the monopoly of the firm

That it will stimulate idea and development of a better product

Which of the following is/are a source of idea generation?

Consumers

Federal government

Brain storming

All of the above

Which of the following factors has allowed small companies to act like they are big ones?

Competition

Economic development

Technology

Customers

Which of the following geographical area is having least interest to U.S. entrepreneurs?

Europe

The Far East

Central Asia

Transition economies

Government can help in forming new venture by providing:

Finance

Technology

Infrastructure

Subsidiaries

Which of the following factors does not affect a person for being an entrepreneur?

Work history

Nationality

Education

Personal values

Female entrepreneurs differ from male entrepreneurs in terms of following EXCEPT:

Motivation

Business skills

Departure point

Goal orientation

An individual's need to be recognized is called:

Need for independence

Need for affiliation

Need of fame

Need for achievement

In terms of chronological age, most entrepreneurs initiate their entrepreneurial carrier between ages of:

15 and 22

22 and 45

45 and 57

57 and 63

The transitional disturbance and lack of reform has led to boom black market in:

China

Hungary

Singapore

Poland

_____ is required if a company wants to be more flexible in adopting changes.

Management commitment

Contact with customers

Technology

More productivity

Which one of the following is the main problem for the entrepreneur in the beginning?

Lack of experience

Limited resources

Lack of education

None of the given options

Which of the following has not yet been empirically established as a distinguishing characteristic of entrepreneurs?

Locus of control

Feeling about independence

Need for achievement

Risk taking

Which of the following contains large number of new ideas?

Files of Patent office

Official Gazette

Government patent Board

All of the given option

Which one of the following is the next stage to the Concept Stage of Product Planning and Development Process?

Idea Stage

Product Planning Stage

Product Development Stage

Test Marketing Stage

Which one of the following is a method for obtaining new ideas and solutions by focusing on problems?

Product inventory analysis

Gordon method

Checklist method

Scientific method

Individuals influencing an entrepreneur's career choice and style are known as:

Role model

Moral-support network

Professional support network

Support system

Which one of the following is required to develop a good team for creating something new?

Relationship with team members

Open discussion

Non flexible behavior

Discouragement of team member's ideas

Which one of the following is a sound strategic option for an entrepreneur when synergy is present?

36. Select correct option:

Merger

Joint venture

Minority interest

Majority interest

Moral support network includes following EXCEPT:

37. Select correct option:

Spouses

Friends

Business associates

Relatives

Which of the following grants the owner protection from anyone else making, using and selling the identified innovation?

38. Select correct option:

Utility patent

Design patent

Plant patent

International patent

Which of the following is NOT a requirement of Disclosure Document?

39. Select correct option:

Description of the invention

Claims for invention's usefulness

Photos of invention

Cover letter

The decision to start a new business is taken when one perceives that forming a new business is:

40. Select correct option:

Possible

Desirable

Accurate

Both a and b

There is an evidence that an entrepreneur usually has _____ parents.

41. Select correct option:

Self employed

Discouraged

Non supportive

Strict

Idea of new product is tested in potential consumers to determine consumer acceptance at _____ stage.

42. Select correct option:

Concept

Product development

Test marketing

Commercialization

Which one of the following is not a source of idea generation?

43. Select correct option:

Consumers

Brain storming

Focus group

None of the given options

According to McClelland's need theory, entrepreneurs possess which of the following needs?

44. Select correct option:

Need for achievement

Need for power

Need for affiliation

Need for esteem

Which of the following is NOT a characteristic of an entrepreneur?

45. Select correct option:

Need for independence

Need for affiliation

Need for achievement

Risk taking

The entrepreneur was distinguished from capital provider in:

46. Select correct option:

18th century

17th century

19th and 20th century

Middle ages

Which of the following is a more structured method of problem solving, including principles and rules for concept formation, making observations and experiments, and

finally validating the hypothesis?

47. Select correct option:

Scientific method

Heuristics

Attribute listing

Value analysis

Which one of the following is important for international business to avoid trade barriers?

48. Select correct option:

Protectionist attitude

Entrepreneurial partnering

Free trade areas

None of the given options

Which of the following receives highest investment?

49. Select correct option:

High potential venture

Foundation firm

Life style

Public company

An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?

50. Select correct option:

Supplier

Retailer

Competition

Government bureau

Which one of the following is an important source of idea generation due to their familiarity with the needs of market?

51. Select correct option:

Existing products and services

Distribution channels

Federal government

Consumers

Which two work environments should be good for spawning the new enterprises?

52. Select correct option:

Finance and marketing

Finance and R&D

Marketing and R&D

Marketing and IT

All the parties involved should be named

Transaction should be described in detail

Obtain signatures of the persons involved

Place where contract takes place

Which one of the following best represents the environment of an entrepreneurial oriented organization?

53. Select correct option:

Corporate culture

Entrepreneurial culture

Intrapreneurial culture

Traditional culture

Which one of the following culture that has a climate and reward system that favor conservative decision making?

54. Select correct option:

Entrepreneurial

Intrapreneurial

Corporate

None of the given options

The difference in the entrepreneurial and managerial domains has contributed towards an increase interest in:

55. Select correct option:

Forming new firms

Partnership

Intrapreneurship

Private firms

The most important characteristic of a successful business website is::

56. Select correct option:

Speed

Innovation

Graphics

Products

Selling goods to another country through a person in the entrepreneur's home country is known as:

57. Select correct option:

Trading

Direct export

Indirect export

Domestic sales

GATT is established in 1947, under:

58. Select correct option:

Japan leadership

China leadership

U.S. leadership

U.K. leadership

There is evidence that an entrepreneur usually has _____ parents.

59. Select correct option:

Self employed

Discouraged

Non supportive

Strict

Which one the following is the uncontrollable factor in international trade?

60. Select correct option:

Economic

Cultural

Technological

All of the given options

Following are the types of foreign direct investment EXCEPT:

61. Select correct option:

Joint venture

Management contracts

Minority interest

Merger

According to the governing bodies of common laws, the life of trade secret is:

62. Select correct option:

12 years

17 years

20 years

As long as it remains confidential

Licensing is a significant marketing strategy to:

63. Select correct option:

Use intellectual property of others

Pirate others' patents

Grow the business in new markets

The creative process for problem solving that involves making the strange familiar in first step and then making the familiar strange through personal, direct or symbolic analogy is

called:

64. Select correct option:

Synectics

Gordon method

Checklist method

Scientific method

Which of the following is NOT followed in brainstorming?

65. Select correct option:

Criticism is done by the group members

The wilder idea is better

Quantity of ideas is required

The session should be fun, with no on dominating the discussion

The resources acquired from others(creditors, banks etc) are usually:

66. Select correct option:

gladly

Easily available

Difficult to obtain

Very useful

Very cheap

An ice cream producing company merges with a cotton spinning company this merger is an example of:

67. Select correct option:

Diversified activity merger

Product extension merger

Market extension merger

Vertical merger

Which one of the following is the process of entrepreneurs developing new products that over time make current products obsolete?

68. Select correct option:

Creative destruction

New business model

Anatomization

None of the given options

Which of the following can not be covered under the copyright protection?

69. Select correct option:

Computer software

Computer hardware

Poems and songs

Models and sculpture

The intersection of knowledge and a recognized social need to start a product development process is called:

70. Select correct option:

Iterative synthesis

Product-evolution process

Ordinary innovation

Situation analysis

Which of the following statements about the intrepreneurial climate is (are) true?

71. Select correct option:

Trial and error are discouraged.

Resources of the firm need to be available and easily accessible

A multidisciplinary approach is discouraged.

Failures are not allowed

Selling goods to another country by taking care of transactions is called:

72. Select correct option:

Indirect exporting

Direct exporting

Importing

Management contract

Which one of the following system is necessary for expansion and elimination of intrapreneurial units?

73. Select correct option:

Management

Evaluation

Reward

Training

An entrepreneur doing business within the national border is called:

74. Select correct option:

International entrepreneurship

Intrapreneurship

Domestic entrepreneurship

Imports

In stage of responsibility allocation process the entrepreneur follows:

75. Select correct option:

Highly centralized decision making process

Highly decentralized decision making process

Somewhat centralized decision making process

No particular standard

The assessment of the needed resources by the entrepreneur starts with:

76. Select correct option:

An appraisal of the entrepreneur's present resources

An assessment of economic conditions of the country

A scanning of friends and family for funds

A survey of banks and other financial institutions in the area

Being one's own boss is a need of:

77. Select correct option:

Independence

Achievement

Affiliation

Authority

The combining of two or more independent bodies into a single body is known as:

78. Select correct option:

Joint venture

Merger

Rivalry

Protectionist attitudes

Which one of the following is the fourth step in the entrepreneurial process?

79. Select correct option:

Developing successful business ideas

Deciding to become an entrepreneur

Growing the entrepreneurial firm

Moving from an idea to an entrepreneurial firm

Which one of the following is a barriers to new product creation and development?

80. Select correct option:

Trial and error

Opportunity parameter

Opportunity cost

Intrapreneurship culture

_____ process of creating incremental wealth is called Entrepreneurship.

81. Select correct option:

Dynamic

Static

Continuous

Systematic

Gazelles are the firms with:

82. Select correct option:

High growth rate

Moderate growth rate

Zero% growth rate

Low growth rate

In some countries, point of purchase displays are not allowed in retail stores. Such differences are studied by international entrepreneurs under _____ environment.

83. Select correct option:

Economic

Political

Cultural

Technological

Which of the following gives the owners a negative right, preventing anyone from making, using, or selling the invention?

84. Select correct option:

Patent

Copyright

Trade mark

Trade secret

Degree of influence and control on other people is called:

85. Select correct option:

Locus of control

Locomotion of control

Locust of control

Loss of control

External forces directly affect all of the following EXCEPT:

86. Select correct option:

Market segmentation strategies

Types of products/services offered

Management structure of organization

Choice of businesses to acquire or sell

The longest lasting trade agreement with the objective of liberalizing trade by eliminating or reducing tariffs, subsidies and quotas is:

87. Select correct option:

Free trade area – FTA

European community – EC

General agreement on tariffs and trade – GATT

The North American free trade agreement – NAFTA

All of the following are essential to maintain secrecy EXCEPT:

88. Select correct option:

Train employees to refer sensitive questions to one person

Discuss business in public places

Provide escorts for all office visitors

Use simple security such as locked file cabinets

In an international perspective, which of the following decisions are NOT covered under strategic planning of an entrepreneur?

89. Select correct option:

What are unique characteristics of each market?

Who should be involved in marketing decisions?

What customer benefits are provided by the product?

What are the company's major strengths and weaknesses?

The activity which occurs when the new venture is started are called:

90. Select correct option:

Motivation

Business skills

Departure point

Goal orientation

The entrepreneur must possess the abilities:

91. Select correct option:

Creative

Conceptualization

Understanding environment

All of the given options

All of the following are the broad categories of External forces EXCEPT:

92. Select correct option:

Economic forces

Socioeconomic forces

Technological forces

Competitive forces

Which of the following has a contradictory relationship with an individual for being an entrepreneur?

93. Select correct option:

His birth order

Parents' social status

Parents' occupation

Relationship with parents

Which of the following techniques is an excellent method for initially screening ideas and concepts in addition to generating new ideas?

94. Select correct option:

Focus group

Problem inventory analysis

Brain storming

Reverse brainstorming

Health insurance premium is less expensive if there is:

95. Select correct option:

One insured participants

Ten participants

Large group of participants

Very small group of participants

Which one of the following makes formation of new ventures within a corporate structure difficult?

97. Select correct option:

Lack of intrapreneurial talent

Lack of freedom to make autonomous decisions

Lack of market opportunity

Lack of knowledge

The chief motivational factor for _____ entrepreneurs to leave jobs is the frustration of not being allowed to perform at the level of which they are capable.

98. Select correct option:

Male

Female

Young

All of the given options

An actor and a person who managed large project were termed as the entrepreneur in the _____.

99. Select correct option:

Earliest period

Middle ages

17th century

19th and 20th century

Following are the important aspects of international success EXCEPT:

100. Select correct option:

Planning

Diversification

Reporting

Control

Which of the following areas are preferred by women entrepreneurs?

101. Select correct option:

Administration

Utilities

Manufacturing

None of the above

A typical inventor is usually _____.

102. Select correct option:

Highly creative & in love with the invention

Does not encourage change

Willing to modify the invention in order to augment commercial benefit

None of the given options

Factors contribute to the creation of new venture EXCEPT:

103. Select correct option:

Government

Finance

High interest rates

Role models

Which one of the following insurance is required by law?

104. Select correct option:

Life insurance

Property insurance

Disability and vehicle coverage

Health care coverage

Which one of the following is NOT the problem in developing the economies of different under developed countries ?

105. Select correct option:

Gap of knowledge

Variable rate of return

Same communication style

Different accounting system

The person with capital was differentiated from the one who needed the capital in the:

106. Select correct option:

Middle ages

17th century

18th century

20th century

There is an evidence that an entrepreneur usually has _____ parents.

107. Select correct option:

Self employed

Discouraged

Non supportive

Strict

Andrew Carnegie is an example of entrepreneur of which century:

108. Select correct option:

Earliest period

19th and 20th century

Middle ages

17th century

Which one of the following is the first step in the entrepreneurial process?

109. Select correct option:

Developing successful business ideas

Deciding to become an entrepreneur

Growing the entrepreneurial firm

Moving from an idea to an entrepreneurial firm

The product life cycle starts with which stage of product planning and development process?

110. Select correct option:

Test marketing stage

Product development stage

Commercialization stage

Product planning and development process is a part of product life cycle

Which one of the following contracts should be in written?

111. Select correct option:

Real estates

Lease

Rentals

All of the given options

The entrepreneur utilizes the resources through:

112. Select correct option:

Identifying and evaluating the opportunity

Developing a business plan

Implementing the business plan

Manage the enterprise

The activities which occur when the new venture is started are called:

113. Select correct option:

Motivation

Goal orientation

Departure point

Business skills

Which of the following is NOT essential part of the contract?

114. Select correct option:

Transaction should be described in detail

Obtain signatures of the persons involved

Place where contract takes place

The difference between the value of a country's imports and exports over time is called:

115. Select correct option:

Deficit exports

Deficit imports

Balance of payment

Balance of debt

Good entrepreneurs are usually from families which are:

116. Select correct option:

Landlords

Capitalists

Can be from any family with supportive parents

Conservative parents

Following are the types of non equity arrangements EXCEPT:

117. Select correct option:

Licensing

Management contracts

Direct export

Turnkey projects

Which one of the following gives suggestions for new product but also helps to market new product in the market?

118. Select correct option:

Existing products and services

Distribution channels

Federal government

Consumers

Which of the following is used by entrepreneurs to acquire experience in an international market before making a major commitment?

119. Select correct option:

Merger

Joint venture

Minority interest

Majority interest

Which one of the following is NOT an intrapreneurial leadership characteristic?

120. Select correct option:

Understands environment

Encourage the team work

Not flexible

Persistent

The entrepreneur's_____ depends on his perception of the opportunity.

121. Select correct option:

Commitment to opportunity

Commitment of resources

Control of resources

Strategic orientation

When the multiplicity of environments become too complex to handle, the international entrepreneurs often _____.

122. Select correct option:

Go for mergers

Diversify

Decentralize operations

Sale out the foreign business

An entrepreneur is a person who is a:

123. Select correct option:

Risk taker

Initiator

Actor

All of the given options

Question # 1 of 15 (Start time: 06:05:47 PM) Total M - 1
Which one of the Following is the way by which an entrepreneur can enter into international business?
Select correct option:

Export
Non equity arrangements
Direct foreign investment
All of the given options

Question # 2 of 15 (Start time: 06:06:37 PM) Total M - 1
Which one of the following is the main problem for the entrepreneur in the beginning?
Select correct option:

Lack of experience
Limited resources
Lack of education
None of the given options

Question # 3 of 15 (Start time: 06:07:22 PM) Total M - 1
Which one of the following is an important source of idea generation due to their familiarity with the needs of market?
Select correct option:

Existing products and services
Distribution channels
Federal government
Consumers

Question # 5 of 15 (Start time: 06:08:56 PM) Total M - 1

The importance of intellectual property should be understood by entrepreneur even before:
Select correct option:

Hiring a manager
Engaging an attorney
Developing a product
Establishing new venture

Question # 6 of 15 (Start time: 06:09:46 PM) Total M - 1
Which of the following is alternatively called corporate venturing?
Select correct option:

Entrepreneurship

Intrapreneurship

Act of stating a new venture

Offering new products by an existing company

Question # 7 of 15 (Start time: 06:10:26 PM) Total M - 1
Government can help in forming new venture by providing:
Select correct option:

Finance
Technology
Infrastructure
Subsidiaries

Question # 8 of 15 (Start time: 06:11:46 PM) Total M - 1
Members of distribution channels are excellent sources for new ideas because:
Select correct option:

They are familiar with the needs of the market

They earn a handsome profit from new business
They do not bother if entrepreneur bears a loss
They have well-developed sales force

Question # 9 of 15 (Start time: 06:12:32 PM) Total M - 1
Which of the following is NOT essential part of the contract?
Select correct option:

All the parties involved should be named
Transaction should be described in detail
Obtain signatures of the persons involved
Place where contract takes place

Question # 10 of 15 (Start time: 06:13:10 PM) Total M - 1
The activity which occurs when the new venture is started are called:
Select correct option:

Motivation
Business skills
Departure point
Goal orientation

Question # 11 of 15 (Start time: 06:13:55 PM) Total M - 1
The transitional disturbance and lack of reform has led to boom black market in:
Select correct option:

China
Hungary
Singapore
Poland

Question # 12 of 15 (Start time: 06:14:24 PM) Total M - 1
Foundation companies are formed from:
Select correct option:

Fashion

Most popular business

A winding up company
Research and development

Question # 13 of 15 (Start time: 06:14:45 PM) Total M - 1
Good entrepreneurs are usually from families which are:
Select correct option:

Landlords
Capitalists
Can be from any family with supportive parents
Conservative parents

Question # 14 of 15 (Start time: 06:15:19 PM) Total M - 1
In an international perspective, which of the following decisions are NOT covered under strategic planning of an entrepreneur?
Select correct option:

What are unique characteristics of each market?
Who should be involved in marketing decisions?
What customer benefits are provided by the product?
What are the company's major strengths and weaknesses?

Question # 15 of 15 (Start time: 06:16:42 PM) Total M - 1
Which one of the following makes formation of new ventures within a corporate structure difficult?
Select correct option:

Lack of intrapreneurial talent
Lack of freedom to make autonomous decisions
Lack of market opportunity
Lack of knowledge

Question # 1 of 15 (Start time: 04:24:26 PM) Total M - 1
The difference between the value of a country's imports and exports over time is called:
Select correct option:

Deficit exports
Deficit imports
Balance of payment
Balance of debt

Question # 2 of 15 (Start time: 04:25:05 PM) Total M - 1
Which of the following is NOT followed in brainstorming?
Select correct option:

Criticism is done by the group members
The wilder idea is better
Quantity of ideas is required
The session should be fun, with no on dominating the discussion

Question # 3 of 15 (Start time: 04:25:47 PM) Total M - 1
Selling goods to another country through a person in the entrepreneur's home country is known as:
Select correct option:

Trading
Direct export
Indirect export
Domestic sales

Question # 4 of 15 (Start time: 04:27:01 PM) Total M - 1
_____ is required if a company wants to be more flexible in adopting changes.
Select correct option:

Management commitment
Contact with customers

Technology
More productivity

Question # 5 of 15 (Start time: 04:27:28 PM) Total M - 1
The resistance of employees in an organization against flexibility, growth, and diversification can be overcome by developing:
Select correct option:

Entrepreneurship
Intrapreneurship
Managerial domain
Administrative domain

Question # 6 of 15 (Start time: 04:28:50 PM) Total M - 1
The importance of intellectual property should be understood by entrepreneur even before:
Select correct option:

Hiring a manager
Engaging an attorney
Developing a product
Establishing new venture

Question # 7 of 15 (Start time: 04:29:31 PM) Total M - 1
Which one of the Following is the way by which an entrepreneur can enter into international business?
Select correct option:

Export
Non equity arrangements
Direct foreign investment
All of the given options

Question # 8 of 15 (Start time: 04:30:03 PM) Total M - 1
The activity which occurs when the new venture is started are called:
Select correct option:

Motivation
Business skills
Departure point
Goal orientation

Question # 10 of 15 (Start time: 04:31:31 PM) Total M - 1
Which two work environments should be good for spawning the new enterprises?
Select correct option:

Finance and marketing
Finance and R&D
Marketing and R&D
Marketing and IT

Question # 11 of 15 (Start time: 04:32:00 PM) Total M - 1
The creative process for problem solving that involves making the strange familiar in first step and then making the familiar strange through personal, direct or symbolic analogy is called:
Select correct option:

Synectics
Gordon method
Checklist method
Scientific method

Question # 12 of 15 (Start time: 04:33:07 PM) Total M - 1
The former USSR received technology and syrup from Pepsi and provided it with Soviet vodka and rights to distribute it in the US. This is an example of:
Select correct option:

Economic development
Barter system
Balance of payment
International trade

Question # 13 of 15 (Start time: 04:34:11 PM) Total M - 1
The entrepreneur's_____ depends on his perception of the opportunity.
Select correct option:

Commitment to opportunity
Commitment of resources
Control of resources
Strategic orientation

Question # 14 of 15 (Start time: 04:34:34 PM) Total M - 1
An entrepreneur is a person who is a:
Select correct option:

Risk taker
Initiator
Actor
All of the given options

Question # 15 of 15 (Start time: 04:34:48 PM) Total M - 1
Which one of the following best represents the environment of an entrepreneurial oriented organization?

Select correct option:

Corporate culture
Entrepreneurial culture
Intrapreneurial culture
Traditional culture

Question # 1 of 15 (Start time: 04:58:25 PM) Total M - 1
Which of the following is NOT followed in brainstorming?
Select correct option:
Criticism is done by the group members
The wilder idea is better
Quantity of ideas is required
The session should be fun, with no on dominating the discussion

Question # 2 of 15 (Start time: 04:59:03 PM) Total M - 1
An individual's need to be recognized is called:
Select correct option:
Need for independence
Need for affiliation
Need of fame
Need for achievement

Question # 3 of 15 (Start time: 04:59:50 PM) Total M - 1
According to the governing bodies of common laws, the life of trade secret is:
Select correct option:
12 years
17 years
20 years
As long as it remains confidential

Question # 4 of 15 (Start time: 05:00:13 PM) Total M - 1
Which of the following is alternatively called corporate venturing?
Select correct option:
Entrepreneurship
Intrapreneurship
Act of stating a new venture
Offering new products by an existing company

Question # 5 of 15 (Start time: 05:00:51 PM) Total M - 1
The decision to start a new business is taken when one perceives that forming a new business is:
Select correct option:
Possible
Desirable
Accurate
Both a and b

Question # 6 of 15 (Start time: 05:01:18 PM) Total M - 1
Which one of the following is a sound strategic option for an entrepreneur when synergy is present?
Select correct option:
Merger
Joint venture
Minority interest
Majority interest

Question # 7 of 15 (Start time: 05:01:55 PM) Total M - 1
Which of the following is NOT essential part of the contract?
Select correct option:
All the parties involved should be named
Transaction should be described in detail
Obtain signatures of the persons involved
Place where contract takes place

Question # 8 of 15 (Start time: 05:02:58 PM) Total M - 1
Factors contribute to the creation of new venture EXCEPT:
Select correct option:
Government
Finance
High interest rates
Role models

Question # 9 of 15 (Start time: 05:03:43 PM) Total M - 1
When the multiplicity of environments become too complex to handle, the international entrepreneurs often _____.
Select correct option:
Go for mergers
Diversify
Decentralize operations
Sale out the foreign business

Question # 10 of 15 (Start time: 05:04:52 PM) Total M - 1
Which one of the following is a barriers to new product creation and development?
Select correct option:
Trial and error
Opportunity parameter
Opportunity cost
Intrapreneurship culture

Question # 11 of 15 (Start time: 05:05:35 PM) Total M - 1
The difference in the entrepreneurial and managerial domains has contributed towards an increase interest in:
Select correct option:

Forming new firms
Partnership
Intrapreneurship
Private firms

Question # 12 of 15 (Start time: 05:06:19 PM) Total M - 1
Individuals influencing an entrepreneur's career choice and style are known as:
Select correct option:
Role model
Moral-support network
Professional support network
Support system

Question # 13 of 15 (Start time: 05:06:56 PM) Total M - 1
The commitment of administrative domain to the resources is for:
Select correct option:
Periodic intervals
Total amount needed
For certain tasks
For long time

Question # 14 of 15 (Start time: 05:08:13 PM) Total M - 1
Which of the following is NOT a requirement of Disclosure Document?
Select correct option:
Description of the invention
Claims for invention's usefulness
Photos of invention
Cover letter

Question # 15 of 15 (Start time: 05:09:26 PM) Total M - 1
Which one of the following is a method for obtaining new ideas and solutions by focusing on problems?
Select correct option:
Product inventory analysis
Gordon method
Checklist method
Scientific method

1. A set of reasons for engaging in a particular behavior, especially human behavior is known as _____.
a. Values
b. Vision
c. Entrepreneurship
d. Motivation PAGE NO 25
Motivations
That causes people to do something

2. Which of the following techniques is an excellent method for initially screening ideas and concepts in addition to generating new ideas?

a. Focus group

1. Focus Groups – these are the groups of individuals providing information in a structural format. A moderator leads a group of people through an open, in-depth discussion rather than simply asking questions to solicit participant response. Such groups form comments in open-end in-depth discussions for a new product area that can result in market success. In addition to generating new ideas, the focus group is an excellent source for initially screening ideas and concept.

b. Brain storming

c. Problem inventory analysis

d. Reverse brainstorming

http://www.vuzs.info/

3. The creative process for problem solving that involves making the strange familiar in First step and then making the familiar strange through personal, direct or symbolic Analogy is called _____.

a. Synectics Page # 40

b. Gordon method

c. Checklist method

d. Scientific method

4. When the multiplicity of environments become too complex to handle, the International entrepreneurs often _____.

a. Go for mergers

b. Diversify

c. Decentralize operations

d. Sale out the foreign business

5. An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?

a. Supplier

b.ssssRetailer Page No: 95

c. Competition

d. Government bureau

http://www.vuzs.info/

6. In some countries, points of purchase displays are not allowed in retail stores. Such differences are studied by international entrepreneurs under _____ environment.

a. Economic

b. Political

c. Cultural

d. Technological

7. Entrepreneurial success has been significant because of the culture and the political and economic systems in _____.
a. European countries
b. Asian countries Page No: 37
c. Transition economies
d. Middle east

8. Having more than 50% ownership position that provides the entrepreneur with managerial control is called _____.
a. Joint venture
b. Majority interest Page No: 33
c. Horizontal merger
d. Diversified activity merger

9. The under-developed or lesser developed countries need manufacturing technology and infrastructure and yet do not want to turn over substantial portion of their economy to foreign ownership. Which of the following is a solution to this dilemma?
a. Management contract
b. Indirect exporting
c. Licensing
d. Turn-key project H.outs Page No: 31
Turn-key projects
Lesser-developed countries are able to obtain manufacturing technology without surrendering economic control through turn-key projects. A foreign Entrepreneur builds a facility, trains the workers, and trains the management to run the installation.

10. The development of a new venture based on an inventor's work often requires _____.

a. Expertise of an entrepreneur Page NO:28
b. Heavy investment from financers
c. Skilled human resources
d. Highly educated staff

http://www.vuzs.info/
Q #1: The entrepreneur was distinguished from capital provider in:

A. Middle ages
B. 18th century P:03
C. 17th century
D. 19th and 20th century

Q #2: _____ Process of creating incremental wealth is called Entrepreneurship.

A. Dynamic P:04
Entrepreneurship is the dynamic process of creating incremental wealth.
B. Static
C. Continues
D. Systematic

Q #3: Most important factor in forming a new business is:

A. Finance
B. Marketing
C. Govt Support
D. Family Support
http://www.vuzs.info/

Q #4: Which one of the following is the process of entrepreneurs developing new products that over time make current products obsolete?

A. Creative destruction
B. New business model
C. Anatomization
D. None of the given options

Q #5: The intersection of knowledge and a recognized social need to start a product development process is called:

A. Iterative synthesis P:7
Iterative synthesis
The intersection of knowledge and social need that starts the product development process
B. Product-evolution process
C. Ordinary innovation
D. Situation analysis
http://www.vuzs.info/

Q #6: Which one of the following is the primary cause of failure in small businesses?

A. Poor financial control
B. Poor location
C. Management mistakes
D. Improper inventory control

Q #7: Which one of the following is the first step in the entrepreneurial process?

A. Developing successful business ideas
B. Deciding to become an entrepreneur
C. Growing the entrepreneurial firm
D. Moving from an idea to an entrepreneurial firm

Q #8: Which of the following is NOT included in the opportunity evaluation process?
http://www.vuzs.info/
A. Length of the opportunity
B. Real and perceived value of opportunity
C. Goals and objectives of customers P:13
D. Risks and rewards of opportunity

The evaluation process involves looking at

- The creation and length of the opportunity
- Its real and perceived value
- Its risks and return.
- It's fit with the skills and goals of the entrepreneur
- Its differential advantage in its competitive environment

Q #9: The resistance of employees in an organization against flexibility, growth, and diversification can be overcome by developing:

A. Entrepreneurship
B. Intrapreneurship P:16
The resistance against flexibility, growth, and diversification can be overcome by developing a spirit of entrepreneurship, called Intrapreneurship, within the existing organization.
C. Managerial domain
D. Administrative domain

Q #10: The entrepreneur's_____ depends on his perception of the opportunity.

A. Commitment to opportunity
B. Commitment of resources
C. Control of resources
D. **Strategic orientation**
Strategic Orientation

The entrepreneur's strategic orientation depends on his or her perception of the opportunity.

Q #11: Which of the following statements about the entrepreneurial climate is (are) true?

A. Trial and error are discouraged
B. Resources of the firm need to be available and easily accessible P:19
Fourth, the resources of the firm need to be available and easily accessible. Often, insufficient funds are allocated not to creating something new but instead to solving a problem that have an immediate effect on the bottom line.
C. A multidisciplinary approach is discouraged
D. Failures are not allowed

http://www.vuzs.info/
Q #12: Which of the following makes the formation of new venture difficult within a corporate culture?

A. Lack of intrapreneurial talent
B. Lack of freedom to make autonomous decisions
C. Lack of market opportunity
D. All of the given options

Q #13: Which of the following factors has allowed small companies to act like they are big ones?

A. Competition
B. Economic development
C. Technology P:21
Technology has allowed small companies to act like they are big ones. Large Companies can use technology to make them responsive and flexible
D. Customers

Q #14: Which of the following is alternatively called corporate venturing?
http://www.vuzs.info/
A. Entrepreneurship
B. Intrapreneurship
C. Act of stating a new venture
D. Offering new products by an existing company

Q #15: Being one's own boss is a need of

A. Independence P:25
Need for independence.

Being one's own boss-one of the strongest needs of an entrepreneur

B. Achievement
C. Affiliation
D. Authority

Q #16: An individual's need to be recognized is called:

A. Need for independence
B. Need for affiliation
C. Need of fame
D. Need for achievement

Need for achievement
An individual's need to be recognized

Q #17: Which one of the following factors does not affect a person for being an Entrepreneur?
A. Family background
B. Education
C. Personal Values
D. Gender

Q #18: Female entrepreneurs differ from male entrepreneurs in terms of all of the following EXCEPT:

A. MotivationP:27
Factors in the start-up process for male and female entrepreneurs are different, especially in such areas as support systems, sources of funds, and problems. Men are motivated by the drive to control their own destinies. Women tend to be more motivated by the need for achievement arising from job frustration.
B. Business skills
C. Departure point
D. Goal orientation
http://www.vuzs.info/
Q #19: Which of the following areas are preferred by women entrepreneurs?

A. Administration
B. Utilities
C. Manufacturing
D. None of the above

Q #20: Which one of the following is NOT TRUE about male entrepreneurs?

A. Males often have investors, bank loans, or personal loans in addition to personal Funds

B. Males often have more experience in manufacturing, finance, or technical areas

C. Men are often more confident and less flexible and tolerant

D. Men usually list outside advisors as the least important supporters

1-Government can help in forming new venture by providing:
Select correct option:

A. Finance
B. Technology
C. Infrastructure P:06

Individual will tend to be more successful in forming in fields in which they have worked. **The government also contributes by providing the infrastructure to help a new venture.**

D. Subsidiaries

2-The assessment of the needed resources by the entrepreneur starts with:
Select correct option:

A. An appraisal of the entrepreneur's present resources
B. An assessment of economic conditions of the country
C. A scanning of friends and family for funds
D. A survey of banks and other finance

3-An actor and a person who managed large project were termed as the entrepreneur in the _____.
Select correct option:

A. Earliest period
B. Middle ages

Middle Ages

In this age the term entrepreneur was used to describe both an **actor and a person who managed large production projects**. In such large production projects, this person did not take any risks, managing the project with the resources provided. A typical entrepreneur was the cleric who managed architectural projects.vuzs

C. 17th century
D. 19th and 20th century

4-An actor and a person who managed large project were termed as the entrepreneur in the _____.
Select correct option:

A. Earliest period

B. Middle ages

Middle Ages

In this age the term entrepreneur was used to describe both an **actor and a person who managed large production projects**. In such large production projects, this person did not take any risks, managing the project with the resources provided. A typical entrepreneur was the cleric who managed architectural projects.

C. 17th century

D. 19th and 20th century

5-The chief motivational factor for _____ entrepreneurs to leave jobs is the frustration of not being allowed to perform at the level of which they are capable.

Select correct option:

A. Male

B. **Female**

C. Young

D. All of the given options

6-The former USSR received technology and syrup from Pepsi and provided it with Soviet vodka and rights to distribute it in the US. This is an example of:

Select correct option:

A. Economic development

B. Barter system

C. Balance of payment

D. International trade

7-A typical inventor is usually _____.

Select correct option:

A. Highly creative &with the invention P: 28

9. An entrepreneur falls in love with the new venture, while **the inventor falls in love with the invention.**

B. Does not encourage change

C. Willing to modify the invention in order to augment commercial benefit

D. None of the given options

8-An individual's need to be recognized is called:

Select correct option:

A. Need for independence

B. Need for affiliation

C. Need of fame

D. Need for achievement

Need for achievement
An individual's need to be recognized

9-The activities which occur when the new venture is started are called:
Select correct option:
A. Motivation
B. Goal orientation
C. Departure point
Departure points
The activities occurring when the venture is started
D. Business skills

10-The intersection of knowledge and a recognized social need to start a product development process is called:
Select correct option:
A. Iterative synthesis P:07

Iterative synthesis
The intersection of knowledge and social need that starts the product development process
B. Product-evolution process
C. Ordinary innovation
D. Situation analysis

1-Which of the following factors has allowed small companies to act like they are big ones?
Select correct option:
A. Competition
B. Economic development
C. Technology P:21
Technology has allowed small companies to act like they are big ones. Large companies can use technology to make them responsive and flexible
D. Customers

2-The entrepreneur was distinguished from capital provider in:
Select correct option:
http://www.vuzs.info/
A. 18th century P:3
18th Century
In the 18th century the person with capital was differentiated from the one who needed capital. In other words, entrepreneur was distinguished from the capital provider.

B. 17th century
C. 19th and 20th century
D. Middle ages

3-Gazelles are the firms with:
Select correct option:

A. High growth rate P:7
Gazelles
Very high growth ventures.
B. Moderate growth rate
C. Zero% growth rate
D. Low growth rate

http://www.vuzs.info/

4-Female entrepreneurs differ from male entrepreneurs in terms of all of the following EXCEPT:
Select correct option:

A. Motivation P:27
Factors in the start-up process for male and female entrepreneurs are different, especially in such areas as support systems, sources of funds, and problems. Men are motivated by the drive to control their own destinies. Women tend to be more motivated by the need for achievement arising from job frustration.
B. Business skills
C. Departure point
D. Goal orientation

5-Foundation companies are formed from:
Select correct option:
A. Fashion
B. Most popular business
C. A winding up company
D. Research and development P:7
Foundation companies:
A type of company formed from research and development that usually does not go public.

6-Following are the types of non equity arrangements EXCEPT:
Select correct option:
A. Licensing
B. Management contracts
C. Direct export P:31
D. Turnkey projects

http://www.vuzs.info/

7-Which of the following areas are preferred by women entrepreneurs?

Select correct option:

A. Administration
B. Utilities
C. Manufacturing
D. None of the above

8-_____ is required if a company wants to be more flexible in adopting changes.
Select correct option

- **Management commitment P: 20**

Step 1:
The first step is to secure a commitment to intrapreneurship in the organization by top, upper, and middle management. Without top management commitment, the organization will never be able to make the necessary changes. Once top management has committed to intrapreneurship for a sufficient length of time, the concept is introduced throughout the organization.

- Contact with customers
- Technology
- More productivity

http://www.vuzs.info/

9-Which one of the following is the fourth step in the entrepreneurial process?

- Developing successful business ideas
- Deciding to become an entrepreneur
- **Growing the entrepreneurial firm**

The Entrepreneurial Process
The Entrepreneurial Process Consists of Four Steps
Step 1: Decision to become an entrepreneur
Step 2: Developing successful business ideas
Step 3: Moving from an idea to an entrepreneurial firm
Step 4: Managing and growing an entrepreneurial firm

- Moving from an idea to an entrepreneurial firm

10-When the multiplicity of environments become too complex to handle, the international entrepreneurs often _____.

- **Go for mergers (doubted)**
- Diversify
- Decentralize operations
- Sale out the foreign business

11-The activity which occurs when the new venture is started are called:
Select correct option:

- Motivation
- Business skills
- **Departure point P:23**

- Goal orientation

12-Individuals influencing an entrepreneur's career choice and style are known as:
Role model (H.outs p: 26)
Moral-support network
Professional support network vuzs
Support system
http://www.vuzs.info/
13-Professional support network includes following EXCEPT:

- Personal affiliations
- Mentor
- Trade associations
- **Friends (H.outs p: 26)**

14-All of the following are the broad categories of External forces EXCEPT:
Select correct option:

- Economic forces
- **Socioeconomic forces**
- Technological forces
- Competitive forces

15-An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?
Select correct option:

- Supplier
- Retailer Page No: 95
  Retailers also like to have information on specific customers
- Competition
- Government bureau

1. One effective way to begin the marketing plan

a. To make a list of the information that will be needed to prepare the marketing plan. Page # 62
b. Gathering Data from Secondary Sources
c. Gathering Information from Primary Sources.
d. None of the options given

2. A focus group

a. Is a sample of 10 or 12 potential investors who participate in a discussion?
b. Is a sample of 10 or 12 potential employees who participate in a discussion?
c. Is a sample of 10 or 12 potential customers who participate in a discussion? Page NO 63
Focus groups
A focus group is a sample of 10 or 12 potential customers who participate in a discussion.
Groups discuss issues in an Informal, open format.

d. None of the options given

3. The situation analysis is
a. Defining Target Market/Opportunities and Threats.
b. Considering Strengths and Weaknesses
c. A review of where the company has been and considers environmental factors. Page NO : 65
The situation analysis is a review of where the company has been and considers many of the
environmental factors.
d. None of the options given
http://www.vuzs.info/
4. One of the difficult decisions
a. Is about the distribution of the product
b. Is determining the appropriate price for the product. Page NO: 66
Pricing.
One of the difficult decisions is determining the appropriate price for the product. Factors such as costs, discounts, freight, and markups must be considered. Marketing research can help determine a reasonable price that consumers are willing to pay.
c. Is about the promotion of the product
d. None of the options given

5. Which of the following statement is true for marketing system?
a. It is all about the internal envoi mental factors
b. It identifies the major interacting components, both internal and external
http://www.vuzs.info/
The marketing system identifies the major interacting components, both internal and external, that
enable the firm to provide products to the marketplace. Environment factors, although largely
uncontrollable, should be studied.

c. It's about the financial needs of the venture
d. None of the options given

6.In setting marketing goals and objectives the entrepreneur must
a. Set the price
b. Distribution place
c. Must satisfy customers
d. None of the above H.outs Page # 61

7. The financial plan provides a complete picture of
a. How much and when the funds are coming into the organization.
b. Where the funds are going.
c. How much cash is available?

d. All of the options given Handouts Page No:75

http://www.vuzs.info/

8. Before developing the pro forma income statement, the entrepreneur should
a. Prepare operating budgets
b. Capital budgets.
c. None of the options given
d. Both of the options given (a, b) Handouts Page # 75

9. Which of the following statement is true?
a. Cash flow is same as profit.
b. Profit is the result of adding expenses from sales.
c. Cash flow results from the difference between all cash available and cash payments.
d. Cash flows only when actual payments are made or received. Handouts Page#78

PRO FORM A CASH FLOW
A. Cash flow is not the same as profit.
1. Profit is the result of subtracting expenses from sales.
2. Cash flow results from the difference between actual cash receipts and cash payments.
3. Cash flows only when actual payments are made or received.

10. Which of the statement is not true?
a. The S Corporation combines the tax advantages of the partnership and the corporation. Handouts page # 72

http://www.vuzs.info/The S Corporation combines the tax advantages of the partnership and the corporation.
1. It is designed so that the venture income is declared as personal income on a pro rata basis.
2. Shareholders benefit from all of the income and the deductions of the business.
b. S Corporations represent almost half of all corporate fillings.
c. A popular new entity is the limited liability company (LLC)
d. Limited liability Company (LLC) offers similar disadvantages as the S Corporation

1. One effective way to begin the marketing plan
a. To make a list of the information that will be needed to prepare the marketing plan. Page # 62
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A focus group is a sample of 10 or 12 potential customers who participate in a discussion. Groups discuss issues in an Informal, open format.

d. None of the options given

3. The situation analysis is

a. Defining Target Market/Opportunities and Threats.

b. Considering Strengths and Weaknesses

c. **A review of where the company has been and considers environmental factors. Page NO : 65**

The situation analysis is a review of where the company has been and considers many of the environmental factors.

d. None of the options given

4. One of the difficult decisions

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Pricing.

One of the difficult decisions is determining the appropriate price for the product. Factors such as costs, discounts, freight, and markups must be considered. Marketing research can help determine a reasonable price that consumers are willing to pay.

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http://www.vuzs.info/

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d. None of the options given

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b. Where the funds are going.

c. How much cash is available?

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c. Gathering Information from Primary Sources.
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d. None of the options given

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a. Defining Target Market/Opportunities and Threats.

b. Considering Strengths and Weaknesses

c. A review of where the company has been and considers environmental factors. Page NO : 65

The situation analysis is a review of where the company has been and considers many of the environmental factors. d. None of the options given

4. One of the difficult decisions

a. Is about the distribution of the product

b. Is determining the appropriate is determining the appropriate price for the product. Page # 66

3. Pricing.

One of the difficult decisions is determining the appropriate price for the product. Factors such as costs, discounts, freight, and markups must be considered. Marketing research can help determine a reasonable price that consumers are willing to pay.

c. Is about the promotion of the product

d. None of the options given

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5. Which of the following statement is true for marketing system?

a. It is all about the internal envoi mental factors

b. It identifies the major interacting components, both internal and external Page # 64

The marketing system identifies the major interacting components, both internal and external, that enable the firm to provide products to the marketplace. Environment factors, although largely uncontrollable, should be studied.

c. It's about the financial needs of the venture

d. None of the options given

6. In setting marketing goals and objectives the entrepreneur must

a. Set the price

b. Distribution place

c. Must satisfy customers

d. None of the above H.outs Page # 61

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7. The financial plan provides a complete picture of

a. How much and when the funds are coming into the organization.
b. Where the funds are going.
c. How much cash is available?
d. All of the options given Handouts Page No:75

8. Before developing the pro forma income statement, the entrepreneur should
a. Prepare operating budgets
b. Capital budgets.
c. None of the options given
d. Both of the options given (a, b) Handouts Page # 75

9. Which of the following statement is true?
a. Cash flow is same as profit.
b. Profit is the result of subtracting expenses from sales.
PRO FORM A CASH FLOW
A. Cash flow is not the same as profit.
1. Profit is the result of subtracting expenses from sales.
2. Cash flow results from the difference between actual cash receipts and cash payments.
3. Cash flows only when actual payments are made or received.

c. Cash flow results from the difference between all cash available and cash payments.
d. Cash flows only when actual payments are not made but only received.

10. Which of the statement is not true?
a. The S Corporation combines the tax advantages of the partnership and the corporation. Handouts page # 72
The S Corporation combines the tax advantages of the partnership and the corporation.
1. It is designed so that the venture income is declared as personal income on a pro rata basis.
2. Shareholders benefit from all of the income and the deductions of the business.
b. S Corporations represent almost half of all corporate filings.
c. A popular new entity is the limited liability company (LLC)
d. Limited liability Company (LLC) offers similar disadvantages as the S Corporation

6. In some countries, point of purchase displays is not allowed in retail stores. Such Differences are studied by international entrepreneurs under _____ a. Economic
b. Political
c. Cultural
d. Technological
7. Entrepreneurial success has been significant because of the culture and the political and economic systems in _____.

a. European countries
b. Asian countries H.outs Page No: 37
c. Transition economies
d. Middle east

8. Having more than 50% ownership position that provides the entrepreneur with managerial control is called _____.
a. Joint venture
b. Majority interest H.outs Page No: 33
c. Horizontal merger
d. Diversified activity merger

9. The under-developed or lesser developed countries need manufacturing technology and infrastructure and yet do not want to turn over substantial portion of their economy to foreign ownership. Which of the following is a solution to this dilemma?
a. Management contract
b. Indirect exporting
c. Licensing
d. Turn-key project H.outs Page No: 31
Turn-key projects
Lesser-developed countries are able to obtain manufacturing technology without surrendering economic control through turn-key projects. A foreign entrepreneur builds a facility, trains the workers, and trains the management to run the installation.

10. The development of a new venture based on an inventor's work often requires _____.
a. Expertise of an entrepreneur Page # 28
b. Heavy investment from financers
c. Skilled human resources
d. Highly educated staff

Which one of the following should consider in economy while conducting environmental analysis? Select correct option:

GNP
Disposable income (Tariq)
Unemployment
Channel of distribution

Economic Trends: The macro economic environment analysis will identify trends such as changes in personal disposable income, interest rates, inflation and unemployment rates.

Which of the following source of capital is relatively faster and less costly than other funding? Select correct option:

Outsourcing
Public offering
Private offering (shamir)
Bootstrap financing
page # 89: A private offering is faster and less costly than other funding.

future of the new venture depends on the _____. Select correct option:
Positive Cash flow (shafia)
Employees loyalty
Business ideas
Economy

following has NO liability on the part of entrepreneur business? Select correct option:
Partners
Board of advisors
Shareholders (shafia)
Board of directors

Which of the following ratio will be helpful for assessing the firm's capital structure?
Select correct option:

Current ratio
Acid test ratio
Profitability ratio
Debt to equity ratio (MK)
page no 100 :Debt to equity ratio assesses the firm's capital structure. It provides a measure of risk by considering the funds invested by creditors and investors.

Following are the types of non equity arrangements EXCEPT:
Select correct option:

Licensing
Management contracts
Direct export (MK)
Turnkey projects
Pgae no 31 Lesson 11

Which of the following is essential if your business deals with the Paper production?.
Select correct option:

Operational Plan
Bank loan
Production plan (MK)
Organizational plan
Page 58
If a new venture is a manufacturing operation, a production plan is necessary. This plan should describe the complete manufacturing process, including whether or not the process is to be subcontracted.

The startups which rarely go public are called: Select correct option:
Life style
Foundation Company (MK)
Small company
High potential venture

page no 8 : A type of company formed from research and development that usually does not go public. This
firm can grow in five to ten years from 40 to 400 employees.

following firm achieves modest growth: Select correct option:
High potential growth firm
Foundation firm (MK)
Life style
Public company

following factor can create the managerial difficulties in the joint ventures between foreign companies? Select correct option:**Cultural differences (MK)**
Economic policies
Public ignorance
Government taxes
Page no 103 : Cultural differences can create managerial difficulties. Government policies sometimes can have a negative impact on the venture. The benefits usually outweigh the drawbacks.

_____ is commonly used to measure the short-term solvency of the venture? Select correct option:
Debt to equity ratio
Current ratio (MK)
Profitability ratio
Activity ratio
Page no 99 : Current ratio is commonly used to measure the short-term solvency of the venture or its ability to meet its short-term debts.

Which of the following is NOT a characteristic of a marketing plan? Select correct option:
It should be flexible
It should be long and detailed (MK)
It should be based on facts and valid assumptions
it should provide a strategy

Which of the following is the best option for starting the business with equity financing? Select correct option:
Sole Proprietor
Corporation (doubted) mk
Partnership firm
None of the above
Page 81 : Equity financing offers the investor some form of ownership position in the venture.
a. The investor shares in the profits of the venture.
b. Key factors in choosing the type of financing are availability of funds, assets of the venture, and prevailing interest rates.
c. Usually a combination of debt and equity financing is used.

SIDB was established for the province of _____.
Select correct option:

NWFP (glory)
Sindh
Punjab
Balochistan
ref at pg 84 under training center heading lec 37

Which one of the following is a method for obtaining new ideas and solutions by focusing on problems?
Select correct option:

Product inventory analysis
Gordon method
Checklist method
Scientific method
ref pg 35

Which of the following is NOT an advantage of the acquisition?
Select correct option:

Goodwill
Skilled employees
Favorable location
Political instability (umeed)

The private investors are primarily interested in recovering his/her investment plus a good_____.
Select correct option:

Dividend
Shares prices
Rate of return (umeed)
Business repute

The creative process for problem solving that involves making the strange familiar in first step and then making the familiar strange through personal, direct or symbolic analogy is called:
Select correct option:

Synectics (glory)

Gordon method
Checklist method
Scientific method
ref at pg 35 lec 16 under creative problem heading

1. _____ is required if a company wants to be more flexible in adopting changes.
Management commitment
Contact with customers
Technology
More productivity

2. Which two work environments should be good for spawning the new enterprises?
Finance and marketing
Finance and R&D
Marketing and R&D
Marketing and IT

3. The entrepreneur must possess the abilities:
Creative
Conceptualization
Understanding environment
All of the given options

4. Which of the following statements about the intrepreneurial climate is (are) true?
Trial and error are discouraged.
Resources of the firm need to be available and easily accessible
A multidisciplinary approach is discouraged.
Failures are not allowed
5. Which of the following is alternatively called corporate venturing?
Entrepreneurship
Intrapreneurship
Act of stating a new venture
Offering new products by an existing company
6. An entrepreneur is a person who is a:
Risk taker
Initiator
Actor
All of the given options
7. Following are the important aspects of international success EXCEPT:
Planning
Diversification
Reporting
Control
8. A typical inventor is usually _____.
Highly creative & in love with the invention
Does not encourage change
Willing to modify the invention in order to augment commercial benefit
None of the given options
9. All of the following are the broad categories of External forces EXCEPT:
Economic forces
Socioeconomic forces
Technological forces
Competitive forces
10. An entrepreneur doing business within the national border is called:
International entrepreneurship
Intrapreneurship
Domestic entrepreneurship
Imports
11. Selling goods to another country by taking care of transactions is called:
Indirect exporting
Direct exporting
Importing
Management contract
12. The difference between the value of a country's imports and exports over time is called:
Deficit exports
Deficit imports
Balance of payment
Balance of debt

14. In some countries, point of purchase displays are not allowed in retail stores. Such differences are studied by international entrepreneurs under _____ environment.

Economic
Political
Cultural
Technological

15. The chief motivational factor for _____ entrepreneurs to leave jobs is the frustration of not being allowed to perform at the level of which they are capable.

Male
Female
Young
All of the given options

16. Gazelles are the firms with:

High growth rate
Moderate growth rate
Zero% growth rate
Zero% growth rate

17. When the multiplicity of environments become too complex to handle, the international entrepreneurs often _____

Go for mergers
Diversify
Decentralize operations
Sale out the foreign business

18. The activity which occurs when the new venture is started are called:

Motivation
Business skills
Departure point
Goal orientation

19. Which one of the following is the process of entrepreneurs developing new products that over time make current products obsolete?

Creative destruction
New business model
Anatomization
None of the given options

20. The entrepreneur utilizes the resources through:

Identifying and evaluating the opportunity
Developing a business plan
Implementing the business plan
Manage the enterprise

21. Which of the following areas are preferred by women entrepreneurs?

Administration
Utilities
Manufacturing
None of the above

22. An individual's need to be recognized is called:

Need for independence
Need for affiliation
Need of fame

Need for achievement

23. Which one of the following is NOT an intrapreneurial leadership characteristic?

Understands environment

Encourage the team work

Not flexible

Persistent

24. When the Directorate of Industries, Balochistan was formed?

1972

1973

1975

1976

25. Which one of the following is important for international business to avoid trade barriers?

Protectionist attitude

Entrepreneurial partnering

Free trade areas

None of the given options

26. SBIR grant program is controlled by:

10 Agencies

11 Agencies

12 Agencies

13 Agencies

27. Which one of the following is the systematic assembly of all the facts about a job?

Job Specification

Job Description

Job Identification

Job Analysis

1. The importance of intellectual property should be understood by entrepreneur even before:

Hiring a manager

Engaging an attorney

Developing a product

Establishing new venture

page 46 Intellectual property which includes patents, trademarks, copyrights, and trade secrets represent important assets of entrepreneur and should be understood even before engaging the services of an attorney.

2. The marketing perspective of business plan considers the venture through the eyes of:

Investor

Customer

Entrepreneur

Marketing manager

The marketing perspective considers the venture through the eyes of the customer p#54

3. **The difference in the entrepreneurial and managerial domains has contributed towards an increase interest in:**

Forming new firms

Partnership

Intrapreneurship

Private firms

4. **Which of the following plans help to provide an organization chart indicating the lines of authority?**

Physical

Business

Organizational

Marketing

The organizational plan section should describe the venture's form of ownership. If the venture is a corporation, this should include the number of shares authorized, share options, and names and addresses of the directors and officers. It is helpful to provide an organization chart P#58

5. **Entrepreneur may start his business by considering following number/s of option/s**

1

2

3

4

6. **Licensing is a significant marketing strategy to:**

Use intellectual property of others

Pirate others' patents

Grow the business in new markets

Control the costs

7. **Directors in corporation are elected by the_____**

Middle Level Managers

Entrepreneur

Shareholders

Low level Managers

8. An actor and a person who managed large project were termed as the entrepreneur in the _____.

Earliest period

Middle ages

17th century

19th and 20th century

Middle Ages: In this age the term **entrepreneur** was used to describe both an actor and a person who managed large production projects

9. Front level managers have _____ Skill

Conceptual

Communicational

Technical

All of the above

10. The _____ plan describes how the product will be distributed and priced.

Financial

Production

Venture

Marketing

11. Why should an entrepreneur do a feasibility study?

To see if there are possible barriers to success

To identify possible sources of funds

To estimate the expected sales

To explore potential customers

Before preparing a business plan, the entrepreneur should do a quick feasibility study to see if there are possible barriers to success

12. Which of the following geographical area is having least interest to U.S. entrepreneurs?

Europe

The

Far East

Central Asia

Transition economies

13. Degree of influence and control on other people is called:

Locus of control

Locomotion of control

Locust of control

Loss of control

14. External forces directly affect all of the following EXCEPT:

Market segmentation strategies

Types of products/services offered

Management structure of organization

Choice of businesses to acquire or sell

15. THERE is evidence that an entrepreneur usually has _____ parents.

Self employed

Discouraged

Non supportive

Strict

16. Moral support network includes following EXCEPT:

Spouses

Friends

Business associates

Relatives

17. Andrew Carnegie is an example of entrepreneur of which century:

Earliest period

19th and 20th century

Middle ages

17th century

18. Which one of the following is the fourth step in the entrepreneurial process?

Developing successful business ideas

Deciding to become an entrepreneur

Growing the entrepreneurial firm

Moving from an idea to an entrepreneurial firm

19. According to McClelland's need theory, entrepreneurs possess which of the following needs?

Need for achievement

Need for power

Need for affiliation

Need for esteem

20. Which one of the following makes formation of new ventures within a corporate structure difficult?

Lack of intrapreneurial talent

Lack of freedom to make autonomous decisions

Lack of market opportunity

Lack of knowledge

21. Selling goods to another country through a person in the entrepreneur's home country is known as:

Trading

Direct export

Indirect export

Domestic sales

22. Which one of the following is a barriers to new product creation and development?

Trial and error

Opportunity parameter

Opportunity cost

Intrapreneurship culture

23. The decision to start a new business is taken when one perceives that forming a new business is:

Possible

Desirable

Accurate

Both a and b

24. Which one of the following is the first step in the entrepreneurial process?

Developing successful business ideas

Deciding to become an entrepreneur

Growing the entrepreneurial firm

Moving from an idea to an entrepreneurial firm

25. Being one's own boss is a need of:

Independence

Achievement

Affiliation

Authority

26. An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?

Supplier

Retailer

Competition

Government bureau

27. Which of the following factors has allowed small companies to act like they are big ones?

Competition

Economic development

Technology

Customers

28. Which of the following receives highest investment?

High potential venture

Foundation firm

Life style

Public company

29. In stage of responsibility allocation process the entrepreneur follows:

Highly centralized decision making process

Highly decentralized decision making process

Somewhat centralized decision making process

No particular standard

30. The entrepreneur's_____ depends on his perception of the opportunity.

Commitment to opportunity

Commitment of resources

Control of resources

Strategic orientation

31. Which of the following is NOT a characteristic of an entrepreneur?

Need for independence

Need for affiliation

Need for achievement

Risk taking

32. Following are the types of non equity arrangements EXCEPT:

Licensing

Management contracts

Direct export

Turnkey projects

33. Which one of the following is a firm that achieves modest growth?

High potential growth firm

Foundation firm

Life style

Public company

34. Which one of the following best represents the environment of an entrepreneurial oriented organization?

Corporate culture

Entrepreneurial culture

Intrapreneurial culture

Traditional culture

1. Which one of the following is NOT included in four C's evaluation by lender?
Character
Cost
Continuity
Contribution

2. Which one of the following options has NOT a total taxable entity?
Minor partner
Limited partner p 87
General partner
All of the given options
3. It is proved that most businesses failed because of improper planning of an/a:
Investor
Marketer
Entrepreneur
Consultant
4. The entrepreneur was distinguished from capital provider in:
18th century
17th century
19th and 20th century
Middle ages
5. In an international perspective, which of the following decisions are NOT covered under strategic planning of an entrepreneur?
What are unique characteristics of each market?
Who should be involved in marketing decisions?
What customer benefits are provided by the product?
What are the company's major strengths and weaknesses?
6. Which one the following is the uncontrollable factor in international trade?
Economic
Cultural
Technological
All of the given options
7. The _____ plan should contain control points to ascertain progress.
Business
Marketing
Financial
Operational
8. The business plan should be prepared by:
Entrepreneurs
Consultants
Engineers
Small business administration services
9. Which of the following is included in the description of the business?
Location
Products offered
History
All of the given options
10. According to the governing bodies of common laws, the life of trade secret is:
12 years
17 years
20 years
As long as it remains confidential
11. Stake holders are present in_____
Partnership

Corporation
Sole Proprietorship
None of the above
12. The most sensitive plan in the business plan is?
Operational Plan
Production Plan
Marketing Plan
Financial Plan
13. Which statement of the following relates with the ultimate goal of Business
Profit Statement
Goal Statement
Mission Statement
Vision Statement
14. Major contribution of export comes from:
Leather goods
Surgical instrument
Sports goods
All of the given options
15. Targeting the market consists of _____ Procedures
1
2
3
4
16. Which one of the following is NOT a condition of a contract?
An offer is made
An acceptance of offer
Contract must be illegal
Consideration is given
17. Which of the following has not yet been empirically established as a distinguishing characteristic of entrepreneurs?
Locus of control
Feeling about independence
Need for achievement
Risk taking
18. The most important characteristic of a successful business website is::
Speed
Innovation
Graphics
Products
19. In Focus group discussion carries in
Formal Way
Informal Way
Both of the above
Problematic Way
20. Which of the following factors does not affect a person for being an entrepreneur?
Family background
Nationality midterm file
Education

Personal values
21. Which of the following has a contradictory relationship with an individual for being an entrepreneur?
His birth order
Parents' social status
Parents' occupation
Relationship with parents
22. The commitment of administrative domain to the resources is for:
Periodic intervals
Total amount needed p 15
For certain tasks
For long time
23. Which of the following grants the owner protection from anyone else making, using and selling the identified innovation?
Utility patent p 47
Design patent
Plant patent
International patent
24. The startups which rarely go public are called:
Life stylep 8
Foundation Company
Small company
High potential venture
25. In which of the following sources the large positive cash flow may need to be invested?
Long term
Short termp 78
Average term
None of the above options
26. Which of the following is/are a source of idea generation?
Consumers
Federal government
Brain storming p40
All of the above
27. Which one of the factors should be considered while assessing the space for business?
Parking
Access from roadways to facility
Delivery rates
All of the given options
28. Which one of the following is NOT the problem in developing the economies of different under developed countries?
Gap of knowledge
Variable rate of return
Same communication style p 29
Different accounting system
29. Capital rising entirely depends on the entrepreneur in which of the following entity?
Corporation
Sole Proprietorship

Partnership
All of the above p 70
30. The resistance of employees in an organization against flexibility, growth, and diversification can be overcome by developing:
Entrepreneurship
Intrapreneurship p 16
Managerial domain
Administrative domain
31. Sales revenue of the internet based business can be projected from the:
Number of customers
Number of Hits p 78
Number of clicks
All of the above options
32. A short-term, internal source of funds can be obtained by reducing all of following EXCEPT
Short-term assets
Cash
Fixed assets
Inventory
33. Professional support network includes following EXCEPT:
Personal affiliations

Mentor

Trade associations
Friends
34. Factors contribute to the creation of new venture EXCEPT:
Government
Finance
High interest rates
Role models
http://webcache.googleusercontent.com/search?q=cache:aUta3Stb4m4J:www.imsciences.net/uploads/second-semester/1-Entreprenuership-chapter-1-The-Nature-%26-Importance-Of-Entreprenurs.ppt+Factors+contribute+to+the+creation+of+new+venture+Government+Role+models+finance+High+interest+rates&cd=7&hl=en&ct=clnk&gl=pk

35. An ice cream producing company merges with a cotton spinning company this merger is an example of:
Diversified activity merger
Product extension merger
Market extension merger
Vertical merger
36. Which one of the following contracts should be in written?
Real estates

Lease
Rentals
All of the given options
37. SBA provides:
Finance without interest
Finance with interest
Guarantees for getting loans
Financing up to 90 % of principal amount
.
38. Stakeholders are present in_____
Partnership
Corporation
Sole Proprietorship
None of the above
39. Members of distribution channels are excellent sources for new ideas because:
They are familiar with the needs of the market
They earn a handsome profit from new business
They do not bother if entrepreneur bears a loss
They have well-developed sales force
40. Which of the following is the previous name of SME?
SPCC
SMEDA
SBFC
FMBC
1. Under which form of business the total cost of buying a business could be lower than trying to buy a franchise.
Merger
Acquisition
Joint venture
Hostile takeover
More productivity

2. Which of the following conversion system is most complex and requires careful evaluation of inventory?
FIFO to LIFO p#98
LIFO to FIFO
Single entry to double entry
Double entry to single entry

3. Which one of the following has NO liability on the part of entrepreneur business?
Partners
Board of advisors
Shareholders
Board of directors
(Saher, feb11)

4. Which of the following contains all backup material that is not included in the text of business plan?

History of entrepreneur
Financial plan
Appendix P#59
Bibliography

5. _____ process of creating incremental wealth is called Entrepreneurship.

Dynamic P#4
Static
Continuous
Systematic

6. _____ is not complete without describing the venture's form of ownership.

Marketing plan
Financial plan
Business plan
Organizational plan P# 58

7. A Focus Group mainly consists of a sample of
8-10 People
10-12 People
12-14 People
14-16 People

8. Which one of the following is NOT an internal factor?
New technology
Manufacturing
Marketing
Personnel

9. Which of the following may show the actual amount next to the budgeted amount?
Balance sheet
Income statement
Cash flow statement P#97
All of the given options

10. The transitional disturbance and lack of reform has led to boom black market in:
China

Hungary
Singapore
Poland page 38

11. Health insurance premium is less expensive if there is:
One insured participants
Ten participants
Large group of participants
Very small group of participants

12. Entrepreneurial success has been significant because of the culture and the political and economic systems in _____.
European countries
Asian countriespage 37
Transition economies
Middle East

13. The _____ plan shows whether the business plan is economically feasible or not.
Financial page 58
Business
Economic
Marketing

14. The assessment of the needed resources by the entrepreneur starts with:
An appraisal of the entrepreneur's present resources page 14
An assessment of economic conditions of the country
A scanning of friends and family for funds
A survey of banks and other financial institutions in the area

15. A contract must be signed by:
At least one party
Both the parties
Not necessary to sign
By third party

16. Which of the following is NOT a requirement of Disclosure Document?
Description of the invention
Claims for invention's usefulness page 47
Photos of invention
Cover letter

17. Lenders are primarily interested in the:
Personal relationship
Ability to pay back loan page 55
Progress of the venture

No concern

18. Which one of the following is not a source of idea generation?
Consumers
Brain storming
Focus group
None of the given options
http://webcache.googleusercontent.com/search?q=cache:3HhcXOkCRSUJ:www.imsciences.net/uploads/second-semester/ENT5-Creativity-and-the-Business-Idea.ppt+source+of+idea+generation,+Brainstorming,+Focus+group,+Consumers&cd=4&hl=en&ct=clnk&gl=pk
http://ezinearticles.com/?Creativity-and-Entrepreneurship&id=2692775

19. In some countries, point of purchase displays is not allowed in retail stores. Such differences are studied by international entrepreneurs under _____ environment.

Economic
Political
Culturalin midterm file
Technological

20. What is a target market?
A group of customers a venture reaches by accident
All consumers who purchase the venture's product
A specific group of potential customers toward which a venture aims its marketing plan
A chain of discount stores

21. Which of the following is the best option for starting the business with equity financing?
Sole Proprietor
Corporation
Partnership firm
None of the above

22. Which one of the following is the main problem for the entrepreneur in the beginning?
Lack of experience page 60
Limited resources
Lack of education
None of the given options

24. Which one of the following system is necessary for expansion and elimination of entrepreneurial units?
Managementpage 19

Evaluation
Reward
Training

25. Which one of the following should NOT include in the introductory page of business plan?
Names and addresses of business
The name of entrepreneurs
Executive summarypage 57
Amount of financing needed

26. In terms of chronological age, most entrepreneurs initiate their entrepreneurial carrier between ages of:
15 and 22
22 and 45
45 and 57
57 and 63

27. Which of the following is the most important for the entrepreneur, while starting a new venture, to make an assessment of?
Risk
Profit
Market
Competitors

28. Female entrepreneurs differ from male entrepreneurs in terms of following EXCEPT:
Motivation
Business skills
Departure pointp 26
Goal orientation

29. Developing a new idea through inquiry and testing is called:
Heuristics
Forced relationship
Scientific method
Value analysis

30. _____ distribute profits to owners through dividends
Sole Proprietor
General Partnership
Limited Partnership
Corporation p 71

Strategies for Growth and Managing the Implications of Growth
http://www.vuzs.info/
When cash flow problems are discovered, the pro forma budgeted amounts should be changed.
A) True

B)False

2 One of the most successful diversification strategies is to diversify into related products or related markets to spread the risk.
A) True
B)False

3 The value-added chain is usually available only to small, local firms.
A) True
B)False

4 A product development strategy does not rely on taking market share from competitors.
A) True
B)False

5 Most new ventures need a human resource department from the first day of operations.
A) True
B)False

6 Using a time sheet to record usage of time is part of the principle of:
A) desire.
B) effectiveness.
C) analysis.
D) prioritized planning.

7 Inventory control:
A) is necessary only for larger firms.
B) eliminates the need to carry inventory.
C) balances the cost of carrying inventory with the cost of lost sales.
D) requires a computerized inventory system.
http://www.vuzs.info/

8 _____ provide(s) the opportunity to increase sales of the existing product.
A) Backward integration
B) Horizontal integration
C) Forward integration
D) Forward and backward integration

9 _____ strategies involve selling a comparable product to an established market.
A) Penetration
B) Market development
C) Product development
D) Diversification

10 The penetration growth strategy is all of the following except:
A) focuses on developing comparable products for the existing market.
B) relies on creating a new target market share.
C) expands the firm's product offering with comparable products.
D) encourages more frequent repeat purchases.

Accessing Resources for Growth from External Sources

"The whole is greater than the sum of the parts" can be a definition of synergy.

A) True

B)False

2 The benefits of international joint ventures rarely outweigh the drawbacks.

A) True

B)False

3 An unproven franchise can be a suitable investment for an entrepreneur.

A) True

B)False

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4 By buying a franchise the entrepreneur increases the amount of money available for advertising.

A) True

B)False

5 One important advantage of buying a franchise is that the entrepreneur incurs less risk.

A) True

B)False

6 The debt capital for most _____ usually exceeds the equity by a factor of 5:1.

A) mergers

B) leveraged buyouts

C) hostile takeovers

D) franchises

7 Which of the following would be an advantage of starting a new business over acquisition?

A) Established customer base

B) Customer response to location

C) Existing employees

D) All of the above

8 Another name for joint venture is:

A) merger.

B) strategic alliance.

C) acquisition.

D) leveraged buyout.

9 Which of the following is the most common type of franchise?

A) A retail franchise

B) A service franchise

C) A technical process franchise

D) A industrial franchise

10 The person buying the franchise is known as the:

A) dealer.

B) franchisor.

C) franchisee.

D) franchise.

Succession Planning and Strategies for Harvesting and Ending the Venture

Selling a company to employees is an example of an exit strategy.

A) True

B)False

2 About 75 percent of family firms successfully make the transition to the third generation.

A) True

B)False

3 **Bankruptcy cannot be used as a bargaining chip with creditors to allow the venture to voluntarily reorganize.**

A) True

B)False

4 The Bankruptcy Act of 1978 protects debtors from unfair demands by creditors.

A) True

B)False

5 The bankruptcy type that is most common is Chapter 11 bankruptcy.

A) True

B)False

6 Early signs of bankruptcy are most often:

A) unavoidable.

B) apparent to the entrepreneur.

C) occur in isolated instances.

D) interrelated.

7 Among firms that file for Chapter 11 about _____ percent make it through the process.

A) 5-10

B) 20-25

C) 50-60

D) 80-85

8 The most common bankruptcies are:

A) corporate bankruptcies.

B) partnership bankruptcies.

C) S corporation bankruptcies.

D) individual bankruptcies.

9 According to the SBA, the failure rate of new businesses within the first few years is:

A) less than 25%.

B) 50%.

C) about 70%.

D) none of the above.

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A two to three year plan to sell a business to employees is:

A) an ESOP.

B) an acquisition.

C) succession.

D) the most popular method of exit. vuzs

MGT602 Entrepreneurship
1

The venture's form of ownership should be included and described in the production plan section of the business plan.
A)True
B)False
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2
Investors consider the section on description of the venture as important because they can determine the amount of investment needed without having to read through the entire plan.
A)True
B)False
3
Most entrepreneurs have difficulty with gathering operations information and do not often know where to begin.
A)True
B)False
4

Potential investors are not very insistent on specifications that need to be included in the business plan.
A)True
B)False
5
The business plan is an integration of functional plans such as marketing, finance, manufacturing, and human resources.
A)True
B)False
6
Typically business plan projections are made on a _____.
A)bi-monthly schedule
B)quarterly schedule
C)six-month schedule
D)12-month schedule
http://www.vuzs.info/

7
The names, addresses, and resumes of the directors and officers of the corporation forms part of the _____ plan.
A)operations
B)organizational
C)production
D)marketing
8
A production plan usually includes:
A)pricing.
B)evaluation of the weaknesses of the business.
C)names of suppliers of raw materials.
D)flow of orders for goods and/or services.
9
Raw materials, labor skills, space and location form a part of _____ information needs.
A)marketing
B)financial
C)operations
D)planning
10
Which of the following is not among the three perspectives that should be considered in preparing a business plan?
A)marketing perspective
B)perspective of the entrepreneur
C)investor perspective
D)technical perspective
1
If the entrepreneur closely monitors the progress of the existing plan, he or she need not be concerned about contingencies.
A)True
B)False
http://www.vuzs.info/

2
If the market for a new venture is highly concentrated, it is advisable to consider direct sales.
A)True
B)False
3
During situation analysis, the entrepreneur should provide a review of past performance of the product and the company.
A)True
B)False

4
While a marketing plan may enable the entrepreneur to understand and recognize the critical issues, it may not help in the event of any change in the environment.
A)True
B)False
5
Gathering information from primary sources is the first step in market research.
A)True
B)False
6
Monitoring _____ during the implementation of the marketing plan allows the entrepreneur to establish controls on the process.
A)sales data
B)research data
C)consumer data
D)technical data
7
Advertising and promotion for the business-to-business market involve all of the following EXCEPT:
A)indirect sales
B)trade magazine advertising.
C)direct sales.
D)trade shows.
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What is a target market?
A)A group of customers a venture reaches by accident.
B)All consumers who purchase the venture's product.
C)A specific group of potential customers toward which a venture aims its marketing plan.
D)A chain of discount stores.
9
Which of the following is NOT a characteristic of a marketing plan?
A)It should provide a strategy.
B)It should be based on facts and valid assumptions.
C)It should be flexible.
D)It should be long and detailed.
10
Which of the following is NOT an example of collecting primary data?
A)Observation
B)Using the Internet
C)Interviewing
D)Focus groups
1
The leaders of the organization need not always consider themselves role models for their employees.
A)True
B)False
2
In an S corporation capital gains or losses from the corporation are treated as personal income or losses.
A)True
B)False
3
The most attractive type of business formation for raising capital is partnership.vuzs
A)True
B)False
4
A sole proprietorship is dissolved in the event of the owner's death.
A)True
B)False
5

The proprietor is not personally liable for any aspects of the business.
A)True
B)False
6
The board of advisors:
A)is subject to regulations stipulated in the Sarbanes-Oxley Act.
B)has no legal status.
C)is not advisable in a family-owned business.
D)is likely to meet more frequently.
7
In a(n) _____, only one class of stock is permitted.
A)sole proprietorship
B)C corporation
C)S corporation
D)partnership
8
_____ distribute profits to owners through dividends.
A)Sole proprietorship
B)General partnerships
C)Limited partnerships
D)Corporations
9
In a _____, bonds can be used to raise capital.
A)corporation
B)limited partnership
C)general partnership
D)sole proprietorship
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10
The least expensive form of ownership to start is a:
A)corporation.
B)limited liability company.
C)partnership.
D)sole proprietorship.

Quiz 5

Entrepreneurship(MGT602)

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   b.Gathering Data from Secondary Sources

   c. Gathering Information from Primary Sources.

   d. None of the options given

2. A focus group

   a. Is a sample of 10 or 12 potential investors who participate in a discussion?

   b.Is a sample of 10 or 12 potential employees who participate in a discussion?

c. Is a sample of 10 or 12 potential customers who participate in a discussion?

d. None of the options given

3. The **situation analysis** is

a. Defining Target Market/Opportunities and Threats.
b. Considering Strengths and Weaknesses
c. A review of where the com pany has been and considers envi ronmental factors.

d. None of the options given

4. One of the difficult decisions

a. Is about the distribution of the product

b.Is determining the appropriate price for the product.

c. Is about the promotion of the product

d. None of the options given

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Visit this group

5. Which of the following statement is true for marketing system?

a. It is all about the internal envoi mental factors
b. **It identifies the major interacting components, both internal and external**
c. It's about the financial needs of the venture
d. None of the options given

6. In setting marketing goals and objectives the entrepreneur must
a. Set the price
b. Distribution place
c. Must satisfy customers
d. **None of the above**

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a. How much and when the funds are coming into the organization.

b. Where the funds are going.

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d. Al of the options given

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a. The S Corporation combines the tax advantages of the partnership and the corporation.

b.S Corporations represent almost half of all corporate fil ings.

c. A popular new entity is the limited liability company (LLC)

d. **Limited liability Company (LLC) offers similar disadvantages as the S Corpora tion**

1. Any patents, trademarks , copyright or trade secrets held by the entrepreneur is known as

1. Disclosure document
2. Patent
3. **Intellectual property**
4. None of the mentioned
5.
6. 2. The organization will never be able to make the necessary changes without_____

1. **Top management commitment**
2. Employees
3. Workers
4. None of the mentioned

3. The ways entrepreneurs make decisions.

1. **Entrepreneurial domain.**
2. Reverse brain storming
3. Heuristics
4. d.Reverse brain storming
5.

5. A word, symbol, name or device that a business uses to identify its goods.

1. A legal protection for information on foreign products.
2. Legal protection for intellectual works.
3. Legal protection for a U.S. product exported to another country
4.
5.
6. 6. locus of control is

1. A feeling
2. Attitude
3. **Attribute**
4. None of the above
5.
6. 7 Licensing arrangements have

1. Low risk process involved
2. Easy way to generate incremental income
3. Several pitfalls
4. **All of the above**
5.
6.
7. 8. Personal characteristics to be a successful entrepreneur includes

1. Understanding environment
2. Creating management options
3. Encourage open discussion
4. **All of the above**
5.
6.
7. 9.International entrepreneurship is

1. Licensing
2. Exporting
3. **Both of the mentioned options**
4. None of the two mentioned

Which of the following is *not* a characteristic that is helpful for an entrepreneur to have?

a. Self-esteem

b. **Caution**
c. Drive
d. Optimism

10.Hindrance for going in the international business is known as

1. Synergy
2. Turn key point
3. **Trade barrier**
4. Minority interest

5. **1 The term entrepreneur came from:**
   a) Latin
   b) French
   c) English (UK)
   d) none of the given option

   2 The term entrepreneur is translated as:
   a) between-giver
   b) between-taker
   c) receiver
   d) giver

   3 The period in which the money person entered into a contract with the go-between to sell his goods is known as :
   a) middle aes
   b) 18th century
   c) 17th century
   d) earliest period

   4 ----------viewed the entrepreneur as a risk taker who "buy(s) at an uncertain price, therefore operating at a risk"
   a) Eli Whitney
   b) Edward hariman
   c) Richard cantillon
   d) Thomas Edison

   5 a --------- is a professional money manager who makes risk investment from a pool of equity capital to obtain a high rate of return on investments
   a) venture capitalist
   b) entrepreneur
   c) businessman
   d) buyer

6- In the ---------- century, the notion of an entrepreneur as an innovator was established.
a) 17th century
b) late 19th century
c) middle of the 20th century
d) 18th century

7-In almost all definitions of entrepreneurship there is agreement that we are talking about a kind of behavior that includes:
a) initiative taking
b the organizing and reorganizing or social/economic mechanisms to turn resources and situations to practical account.
c) the acceptance of risk or failure
d) all of the given option

6.

7.

1 There is not a concise, universally accepted definition of entrepreneurship.
A)True
B)False

2 Countries with cultures in which failure is viewed as a disgrace have a low rate of business formation.
A)True
B)False

3 Entrepreneurs are generally less educated than the general population.
A)True
B)False

4 Entrepreneurs have well-established internal ethics systems making them especially strong when encountering ethical dilemmas.
A)True
B)False

5 The growth of entrepreneurship can be easily promoted by Federal and State Governments.
A)True
B)False

6 Which of the following statements is (are) true?
A)Individuals who study entrepreneurship are three to four times less likely to start a business than students in other fields.
B)It is impossible for entrepreneurs to also be philanthropists.
C)Entrepreneurs are a relatively new phenomenon, emerging in the 17th century.
D)None of the above

7 Entrepreneurs take financial, _____, and _____ risks.
A)psychological, social
B)psychological, environmental
C)social, environmental
D) none of the above

8 _____ is not a known pocket of entrepreneurial subculture.
A)New Orleans
B)Route 128 (Boston)
C)Silicon Valley
D)North Carolina Triangle

9 The "high-potential venture":
A)has the same growth potential as a life-style firm.
B)starts out like a life-style firm.
C)draws the interest of private investors only.
D)none of the above

10 Which of the following skills is needed by an entrepreneur?
A)technical skills
B)business management skills
C)personal entrepreneurial skills
D)all of the above

8.
9.

Q #1: The entrepreneur was distinguished from capital provider in:
A. Middle ages
B. 18th century
C. 17th century
D. 19th and 20th century

Q #2: _____ Process of creating incremental wealth is called

Entrepreneurship.
A. Dynamic
B. Static
C. Continues
D. Systematic

Q #3: Most important factor in forming a new business is:
A. Finance
B. Marketing
C. Govt Support
D. Family Support

Q #4: Which one of the following is the process of entrepreneurs developing new
products that over time make current products obsolete?
A. Creative destruction
B. New business model
C. Anatomization
D. None of the given options

Q #5: The intersection of knowledge and a recognized social need to start a product
development process is called:
A. Iterative synthesis
B. Product-evolution process
C. Ordinary innovation
D. Situation analysis

Q #6: Which one of the following is the primary cause of failure in small businesses?
A. Poor financial control
B. Poor location
C. Management mistakes
D. Improper inventory control

Q #7: Which one of the following is the first step in the entrepreneurial process?
A. Developing successful business ideas
B. Deciding to become an entrepreneur
C. Growing the entrepreneurial firm
D. Moving from an idea to an entrepreneurial firm

Q #8: Which of the following is NOT included in the opportunity evaluation process?
A. Length of the opportunity
B. Real and perceived value of opportunity
C. Goals and objectives of customers
D. Risks and rewards of opportunity

Q #9: The resistance of employees in an organization against flexibility, growth, and
diversification can be overcome by developing:
A. Entrepreneurship
B. Intrapreneurship
C. Managerial domain
D. Administrative domain

Q #10: The entrepreneur's_____ depends on his perception of theopportunity.
A. Commitment to opportunity
B. Commitment of resources
C. Control of resources
D. Strategic orientation

Q #11: Which of the following statements about the entrepreneurial climate is (are) true?
A. Trial and error are discouraged
B. Resources of the firm need to be available and easily accessible
C. A multidisciplinary approach is discouraged
D. Failures are not allowed

Q #12: Which of the following makes the formation of new venture difficult within a corporate culture?
A. Lack of intrapreneurial talent
B. Lack of freedom to make autonomous decisions
C. Lack of market opportunity
D. All of the given options

Q #13: Which of the following factors has allowed small companies to act like they are big ones?
A. Competition
B. Economic development

C. Technology
D. Customers

Q #14: Which of the following is alternatively called corporate venturing?
A. Entrepreneurship
B. Intrapreneurship
C. Act of stating a new venture
D. Offering new products by an existing company

Q #15: Being one's own boss is a need of:
A. Independence
B. Achievement
C. Affiliation
D. Authority

Q #16: An individual's need to be recognized is called:
A. Need for independence
B. Need for affiliation
C. Need of fame
D. Need for achievement

Q #17: Which one of the following factors does not affect a person for being an entrepreneur?
A. Family background
B. Education
C. Personal Values
D. Gender

Q #18: Female entrepreneurs differ from male entrepreneurs in terms of all of the following EXCEPT:
A. Motivation
B. Business skills
C. Departure point
D. Goal orientation

Q #19: Which of the following areas are preferred by women entrepreneurs?
A. Administration
B. Utilities
C. Manufacturing
D. None of the above

Q #20: Which one of the following is NOT TRUE about male entrepreneurs?

A. Males often have investors, bank loans, or personal loans in addition to personal funds

B. Males often have more experience in manufacturing, finance, or technical areas

C. Men are often more confident and less flexible and tolerant

D. Men usually list outside advisors as the least important supporters

10. ---

11.

1-Government can help in forming new venture by providing:

Select correct option:

Finance

Technology

Infrastructure

Subsidiaries

2-The assessment of the needed resources by the entrepreneur starts with:

An appraisal of the entrepreneur's present resources

An assessment of economic conditions of the country

A scanning of friends and family for funds

A survey of banks and other finan

3-An actor and a person who managed large project were termed as the entrepreneur in the _____.

Select correct option:

Earliest period

Middle ages

17th century

19th and 20th century

5-The chief motivational factor for _____ entrepreneurs to leave jobs is the frustration of not being allowed to perform at the level of which they are capable.

Select correct option:

Male

Female

Young

All of the given options

6-The former USSR received technology and syrup from Pepsi and provided it with Soviet vodka and rights to distribute it in theUS. This is an example of:
Select correct option:
Economic development
Barter system
Balance of payment
International trade

7-A typical inventor is usually _____.
Select correct option:
Highly creative & in love with the invention
Does not encourage change
Willing to modify the invention in order to augment commercial benefit
None of the given options

8-An individual's need to be recognized is called:
Select correct option:
Need for independence
Need for affiliation
Need of fame
Need for achievement

9-The activities which occur when the new venture is started are called:
Select correct option:
Motivation
Goal orientation
Departure point
Business skills

10-The intersection of knowledge and a recognized social need to start a product development process is called:
Select correct option:
Iterative synthesis
Product-evolution process
Ordinary innovation
Situation analysis

11-Which of the following firm achieves modest growth:
Select correct option:
High potential growth firm

Foundation firm
Life style
Public company
(zh,vuzs,06-nov-2010)

-Which of the following factors has allowed small companies to act like they are big ones?
Select correct option:
Competition
Economic development
Technology
Customers

12. ---
13.

3. The creative process for problem solving that involves making the strange familiar in first step and then making the familiar strange through personal, direct or symbolic analogy is called _____.
a. Synectics
b. Gordon method
c. Checklist method
d. Scientific method

4. When the multiplicity of environments become too complex to handle, the international entrepreneurs often _____.
a. Go for mergers
b. Diversify
c. Decentralize operations
d. Sale out the foreign business

5. An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?
a. Supplier
b. Retailer
c. Competition
d. Government bureau

6. In some countries, point of purchase displays are not allowed in retail stores. Such differences are studied by international entrepreneurs under _____
environment.

a. Economic
b. Political
c. Cultural
d. Technological

7. Entrepreneurial success has been significant because of the culture and the political and economic systems in _____.
a. European countries
b. Asian countries
c. Transition economies
d. Middle east

8. Having more than 50% ownership position that provides the entrepreneur with managerial control is called _____.
a. Joint venture
b. Majority interest
c. Horizontal merger
d. Diversified activity merger

9. The under-developed or lesser developed countries need manufacturing technology and infrastructure and yet do not want to turn over substantial portion of their economy to foreign ownership. Which of the following is a solution to this dilemma?
a. Management contract
b. Indirect exporting
c. Licensing
d. Turn-key project

10. The development of a new venture based on an inventor's work often requires
_____.
a. Expertise of an entrepreneur
b. Heavy investment from financers
c. Skilled human resources
d. Highly educated staff

14.

15.

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Entrepreneurship
(MGT602)
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20. **Combination of at least two firms doing similar businesses at the same level is:**
21.
22. **Horizontal Merger**
23. Vertical Merger
24. Product Extension Merger
25. Diversified Activity Merger
26. Lesson 11
27. Horizontal merger: Combination of at least two firms doing similar businesses at the same market level.
28.
29. **A _____ is an entity formed between two or more parties to undertake economic activity together.**
30. **entity formed between two or more parties to undertake economic activity together**
31. Indirect Exporting
32. **Joint Venture**
33. Licensing
34. Entrepreneurship
35. Lesson 12
36. **Ref:**A joint venture (often abbreviated JV) is an entity formed between two or more parties to undertake economic activity together.
37.
38. **Combination of at least two firms at different market levels is:**
39.
40. **Horizontal Merger**
41. **Vertical Merger**
42. Product Extension Merger
43. Diversified Activity Merger
44. Lesson 12
45. A vertical merger is the combination of firms in successive stages of production.
46.
47. **_____ is a method of developingnew ideas when the individuals are unaware of the problem.**
48.
49. **Checklist Method**
50. Free Association Method
51. **Gordon Method**
52. Scientific Method
53. Lesson 16
54. Gordon method: Gordon method is a method of developing new ideas when the individuals are unaware of the problem. In this method the entrepreneur starts by mentioning a general concept associated with the problem. The group responds with expressing a number of ideas.
55.
56. **A spirit of entrepreneurs must be:**
57.

    Ethically influenced
58. Managerial
59. **Voluntary**
60. None of the given option
61. Lesson 06
62. Sixth the spirit of intrapreneurship cannot be forced on individuals; it must be voluntary.

Most of the innovations are:

Iterative Synthesis

Ordinary Innovation

Technological innovations

Breakthrough innovations

Lesson 03

Most innovations introduced in the market are ordinary innovations, with little uniqueness.

The _____ refers to the ways managers make decisions.

Administrative domain

Entrepreneurial domain

Intrapreneurial domain

All of the given options

Lesson 04

Administrative domain: The ways managers make decisions.

Without _____ , the organization will never be able to make the necessary changes.

Lower Management

Top Management

Middle Management

None of the given options

Lesson 07

Without top management commitment, the organization will never be able to make the necessary changes.

The companies use the technology to make itself:

Faster and Flexible

Faster and Stiff

Inflexible and rigid

All of the given options

Lesson 07

ESTABLISHING INTRAPRENEURSHIP IN THE ORGANIZATION

Step 3: A company needs to use technology to make itself faster and more flexible.

The_____ is the term used to describe the complete process of bringing a new product or service to market.

Idea Stage

Concept Stage

Product Development

Test Marketing Stage

Lesson 17

Ref: In business and engineering, new product development (NPD) is the term used to describe the complete process of bringing a new product or service to market.

The belief that entrepreneurship is found only in small businesses is a misconception about entrepreneurship.

True

False

Ref: The belief that entrepreneurship is found only in small businesses is a misconception about entrepreneurship.

Demographics are the linkae of economies and cultures that foster a business and competitive situation in which organizations have no national boundaries.

True
False
Ref: Globalization is the linkage of economies and cultures that foster a business and competitive situation in which organizations have no national boundaries.

Ethics involves the rules and principles that define right and wrong decisions and behaviors.

True
False

Venture capital is external equity funding provided by professionally managed pools of investor money.

True
False
Lesson 01
A venture capitalist is a professional money manager who makes risk investments from a pool of equity capital to obtain a high rate of return on investments.

Plans are outcomes or end results that are desired by individuals, groups, or organizations.

True
False
Ref: Goals: Outcomes or end results that are desired by individuals, groups, or organizations.