

Student: _____

1. The psychological motivation of entrepreneurial behavior states that the need for achievement is the need to build a relationship with others.
True False
2. In the context of psychological motivation of entrepreneurial behavior, the need for power is the need to influence others to achieve a goal.
True False
3. In the context of entrepreneurial behavior, the need for affiliation is the need to excel.
True False
4. Entrepreneurs motivated purely by monetary reward typically build companies of substantial value.
True False
5. All successful business people share characteristics of raw energy and intelligence.
True False
6. The third volume of the Praeger Perspectives examines people and refers to a wide and diverse range of contextual factors that influence the entrepreneur and the entrepreneurial process.
True False
7. Successful entrepreneurs possess a well-developed capacity to exert influence without formal power.
True False
8. Entrepreneurs are self-starters who are internally driven by a strong desire to compete and attain challenging goals.
True False
9. Research has shown that an entrepreneur is more driven by the conservation of resources, whereas a manager is more opportunity-driven.
True False
10. Studies show a strong connection between the presence of role models and the emergence of entrepreneurs.
True False
11. Entrepreneurs are their own bosses and completely independent.
True False
12. Successful entrepreneurs seek power and control over others.
True False
13. Which of the following is defined as the need for measurable personal accomplishment?
 - A. The need for achievement
 - B. The need for power
 - C. The need for affiliation
 - D. The need for attachment
14. Which of the following is the least characteristic motivational need of successful entrepreneurs?
 - A. Achievement
 - B. Control
 - C. Power
 - D. Affiliation

15. Which of the following volumes of the Praeger Perspectives proceeds through the life cycle of a new venture startup by tackling several key steps in the course of action?
 - A. People
 - B. Process
 - C. Place
 - D. Plan
16. Which of the following is not an entrepreneurial attribute?
 - A. Being a calculated risk taker
 - B. Being a perfectionist
 - C. Being obsessed with value creation
 - D. Being intensely curious in the face of risk
17. In the context of creativity, self-reliance, and adaptability, which of the following attitudes of an entrepreneur is desirable?
 - A. Skepticism about conflicts and failure
 - B. Ability to be a lone wolf
 - C. Restlessness with the status quo
 - D. High need for status and power
18. In the *troika* of the foundation of a successful new venture, which of the following is an external environmental influence?
 - A. Value creation
 - B. Ethical behavior
 - C. Focus
 - D. Adaptability
19. Successful entrepreneurs consistently focus on:
 - A. seizing a market-based opportunity.
 - B. obtaining resources.
 - C. networking.
 - D. making money.
20. When compared to an entrepreneur, a manager is more:
 - A. resource-driven.
 - B. opportunity-driven.
 - C. creative.
 - D. innovative.
21. According to research, which of the following statements about entrepreneurs is false?
 - A. Many successful entrepreneurs are well educated.
 - B. Most successful entrepreneurs start companies in their early 20s.
 - C. Most successful entrepreneurs follow a pattern of apprenticeship.
 - D. Family firms spawn entrepreneurs.
22. According to research studies on the career paths of entrepreneurs and the self-employed, which of the following is the central factor for a successful venture creation?
 - A. Networking
 - B. The ability to marshal resources
 - C. Experience and know-how
 - D. The ability to attract and motivate an effective team
23. According to an old maxim, how long will venture capitalists work with a startup before declaring the company a "lemon"?
 - A. Up to a year
 - B. About two and a half years
 - C. At least three years
 - D. Three to five years

24. Which of the following is the most important component of opportunity recognition?
- A. Experimenting with new ideas
 - B. Exhibiting low tolerance toward change
 - C. Being risk averse
 - D. Being a perfectionist
25. Which of the following statements demystifies the myth that entrepreneurs are gamblers?
- A. Entrepreneurs consider an idea and an opportunity as the same.
 - B. Successful entrepreneurs try to influence the odds, often by getting others to share the risk.
 - C. Successful entrepreneurs are completely independent and their own bosses.
 - D. Entrepreneurs are driven by instant gratification through high salaries and perks.
26. Which of the following is a reality and not a persistent myth about entrepreneurs?
- A. Entrepreneurs are born, not made.
 - B. Entrepreneurs are gamblers.
 - C. Solo entrepreneurs limit their own potential for growth.
 - D. Entrepreneurs should be young, energetic, and in their 20s.
27. Which of the following is a myth about successful entrepreneurs?
- A. They are driven by the need for achievement.
 - B. They are driven by the need to control others.
 - C. They have the ability to exert influence.
 - D. They have the ability to be patient even in adverse situations.
28. According to venture investors, what is the realistic time frame for growing a high potential business to the point where a capital gain can be realized?
- A. 1-3 years
 - B. 2-5 years
 - C. 5-7 years
 - D. 7-8 years
29. Successful entrepreneurs are driven by:
- A. the quest for power for its own sake.
 - B. a personal need for authority expressed by control over others.
 - C. the quest for achievement and results.
 - D. a need to seek money as an end in itself.
30. The need for _____ is the need to excel and the need for measurable personal accomplishment.

31. The need to build a relationship with others is known as the need for _____.

32. The first volume of the Praeger Perspectives deals with _____ and takes a broad view of entrepreneurship as a form of human action, pulling together the current research with respect to cognitive, economic, social, and institutional factors that influence entrepreneurial behavior.

33. An entrepreneur who displays a high energy level and a sense of urgency is known as a _____.

34. Based on the entrepreneurial leadership paradigm, when the competencies of others are sought and used, it is referred to as _____.

35. Entrepreneurs who are internally driven by a strong desire to compete and attain challenging goals are typically known as _____.

36. Although the skills of a manager and an entrepreneur overlap in the area of solid management skills, a manager is more driven by the conservation of resources, while the entrepreneur is more ____.
-
37. Numerous studies show a strong connection between the presence of _____ and the emergence of successful entrepreneurs.
-
38. Successful entrepreneurs are not gamblers; they take ____.
-
39. Most successful entrepreneurs have had a _____ to help them achieve their dreams and goals, both implicitly and explicitly.
-
40. Write a short note on the Praeger Perspectives.
41. In the context of the seven dominant themes of desirable and acquirable attitudes and behavior of entrepreneurs, briefly describe the role of creativity, self-reliance, and adaptability.
42. Discuss any two myths and realities about entrepreneurs.
43. Describe at least three important aspects of courage in entrepreneurship.

2 Key

1. (p. 29) The psychological motivation of entrepreneurial behavior states that the need for achievement is the need to build a relationship with others.

FALSE

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #1*

2. (p. 29) In the context of psychological motivation of entrepreneurial behavior, the need for power is the need to influence others to achieve a goal.

TRUE

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #2*

3. (p. 29) In the context of entrepreneurial behavior, the need for affiliation is the need to excel.

FALSE

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #3*

4. (p. 29) Entrepreneurs motivated purely by monetary reward typically build companies of substantial value.

FALSE

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #4*

5. (p. 30) All successful business people share characteristics of raw energy and intelligence.

TRUE

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #5*

6. (p. 31) The third volume of the Praeger Perspectives examines people and refers to a wide and diverse range of contextual factors that influence the entrepreneur and the entrepreneurial process.

FALSE

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #6*

7. (p. 33) Successful entrepreneurs possess a well-developed capacity to exert influence without formal power.

TRUE

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #7*

8. (p. 34) Entrepreneurs are self-starters who are internally driven by a strong desire to compete and attain challenging goals.

TRUE

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #8*

9. Research has shown that an entrepreneur is more driven by the conservation of resources, whereas a manager is more opportunity-driven.

(p. 35)

FALSE

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #9

10. Studies show a strong connection between the presence of role models and the emergence of entrepreneurs.

(p. 36)

TRUE

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #10

11. Entrepreneurs are their own bosses and completely independent.

(p. 37)

FALSE

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #11

12. Successful entrepreneurs seek power and control over others.

(p. 38)

FALSE

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #12

13. Which of the following is defined as the need for measurable personal accomplishment?

(p. 29)

- A.** The need for achievement
B. The need for power
C. The need for affiliation
D. The need for attachment

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #13

14. Which of the following is the least characteristic motivational need of successful entrepreneurs?

(p. 30)

- A. Achievement
B. Control
C. Power
D. Affiliation

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #14

15. Which of the following volumes of the Praeger Perspectives proceeds through the life cycle of a new venture startup by tackling several key steps in the course of action?

(p. 30)

- A. People
B. Process
C. Place
D. Plan

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #15

16. Which of the following is not an entrepreneurial attribute?

(p. 31)

- A. Being a calculated risk taker
- B. Being a perfectionist**
- C. Being obsessed with value creation
- D. Being intensely curious in the face of risk

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #16

17. In the context of creativity, self-reliance, and adaptability, which of the following attitudes of an entrepreneur is desirable?

(p. 31)

- A. Skepticism about conflicts and failure
- B. Ability to be a lone wolf
- C. Restlessness with the status quo**
- D. High need for status and power

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #17

18. In the *troika* of the foundation of a successful new venture, which of the following is an external environmental influence?

(p. 33)

- A. Value creation**
- B. Ethical behavior
- C. Focus
- D. Adaptability

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #18

19. Successful entrepreneurs consistently focus on:

(p. 33)

- A. seizing a market-based opportunity.**
- B. obtaining resources.
- C. networking.
- D. making money.

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #19

20. When compared to an entrepreneur, a manager is more:

(p. 35)

- A. resource-driven.**
- B. opportunity-driven.
- C. creative.
- D. innovative.

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #20

21. According to research, which of the following statements about entrepreneurs is false?

(p. 36)

- A. Many successful entrepreneurs are well educated.
- B. Most successful entrepreneurs start companies in their early 20s.**
- C. Most successful entrepreneurs follow a pattern of apprenticeship.
- D. Family firms spawn entrepreneurs.

Accessibility: Keyboard Navigation
Blooms: Understand
Level of Difficulty: 2 Medium
Spinelli - Chapter 02 #21

22. According to research studies on the career paths of entrepreneurs and the self-employed, which of the following is the central factor for a successful venture creation?
(p. 36)
- A. Networking
 - B. The ability to marshal resources
 - C. Experience and know-how**
 - D. The ability to attract and motivate an effective team

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #22

23. According to an old maxim, how long will venture capitalists work with a startup before declaring the company a "lemon"?
(p. 38)
- A. Up to a year
 - B. About two and a half years**
 - C. At least three years
 - D. Three to five years

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 2 Medium
Spinelli - Chapter 02 #23

24. Which of the following is the most important component of opportunity recognition?
(p. 36)
- A. Experimenting with new ideas**
 - B. Exhibiting low tolerance toward change
 - C. Being risk averse
 - D. Being a perfectionist

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #24

25. Which of the following statements demystifies the myth that entrepreneurs are gamblers?
(p. 37)
- A. Entrepreneurs consider an idea and an opportunity as the same.
 - B. Successful entrepreneurs try to influence the odds, often by getting others to share the risk.**
 - C. Successful entrepreneurs are completely independent and their own bosses.
 - D. Entrepreneurs are driven by instant gratification through high salaries and perks.

Accessibility: Keyboard Navigation
Blooms: Understand
Level of Difficulty: 2 Medium
Spinelli - Chapter 02 #25

26. Which of the following is a reality and not a persistent myth about entrepreneurs?
(p. 37)
- A. Entrepreneurs are born, not made.
 - B. Entrepreneurs are gamblers.
 - C. Solo entrepreneurs limit their own potential for growth.**
 - D. Entrepreneurs should be young, energetic, and in their 20s.

Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #26

27. Which of the following is a myth about successful entrepreneurs?
(p. 38)
- A. They are driven by the need for achievement.
 - B. They are driven by the need to control others.**
 - C. They have the ability to exert influence.
 - D. They have the ability to be patient even in adverse situations.

Accessibility: Keyboard Navigation
Blooms: Understand
Level of Difficulty: 2 Medium
Spinelli - Chapter 02 #27

28. According to venture investors, what is the realistic time frame for growing a high potential business to the point where a capital gain can be realized?
(p. 38)
- A. 1-3 years
 - B. 2-5 years
 - C. 5-7 years
 - D. 7-8 years**

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #28*

29. Successful entrepreneurs are driven by:
(p. 38)
- A. the quest for power for its own sake.
 - B. a personal need for authority expressed by control over others.
 - C. the quest for achievement and results.**
 - D. a need to seek money as an end in itself.

*Accessibility: Keyboard Navigation
Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #29*

30. The need for _____ is the need to excel and the need for measurable personal accomplishment.
(p. 29)
- achievement**

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #30*

31. The need to build a relationship with others is known as the need for _____.
(p. 29)
- affiliation**

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #31*

32. The first volume of the Praeger Perspectives deals with _____ and takes a broad view of entrepreneurship as a form of human action, pulling together the current research with respect to cognitive, economic, social, and institutional factors that influence entrepreneurial behavior.
(p. 30)
- people**

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #32*

33. An entrepreneur who displays a high energy level and a sense of urgency is known as a _____.
(p. 34)
- pacemaker**

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #33*

34. Based on the entrepreneurial leadership paradigm, when the competencies of others are sought and used, it is referred to as _____.
(p. 34)
- mentoring**

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #34*

35. Entrepreneurs who are internally driven by a strong desire to compete and attain challenging goals are typically known as _____.
(p. 34)
- self-starters**

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #35*

36. Although the skills of a manager and an entrepreneur overlap in the area of solid management skills, a manager is more driven by the conservation of resources, while the entrepreneur is more _____.
(p. 35)
- opportunity-driven**

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #36*

37. Numerous studies show a strong connection between the presence of _____ and the emergence of successful entrepreneurs.

(p. 36)

role models

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #37*

38. Successful entrepreneurs are not gamblers; they take ____.

(p. 37)

calculated risks

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #38*

39. Most successful entrepreneurs have had a _____ to help them achieve their dreams and goals, both implicitly and explicitly.

(p. 39)

personal strategy

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #39*

40. Write a short note on the Praeger Perspectives.

(p. 30-31)

The Praeger Perspectives is a three volume series from 2007 that researched entrepreneurship from three perspectives: people, process, and place. This study brings together insights into the field of entrepreneurship by some of the leading scholars in the world. The first volume, *people*, takes a broad view of entrepreneurship as a form of human action, pulling together the current -research with respect to cognitive, economic, social, and institutional factors that influence entrepreneurial behavior. The second volume, *process*, proceeds through the life cycle of a new venture startup by tackling several key steps in the process: idea, opportunity, team building, resource acquisition, growth management, and entering global markets. The third volume in the series examines *place*, which refers to a wide and diverse range of contextual factors that influence the entrepreneur and the entrepreneurial process.

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #40*

41. In the context of the seven dominant themes of desirable and acquirable attitudes and behavior of entrepreneurs, briefly describe the role of creativity, self-reliance, and adaptability.

(p. 34)

High levels of uncertainty and rapid change characterizing new ventures require organizations that can respond quickly. The most successful entrepreneurial teams have the ability to focus on a goal with outstanding execution, while being flexible enough to shift when the market and circumstances require it. At the same time, entrepreneurs are not afraid of failing; rather, they are more intent on succeeding.

*Blooms: Remember
Level of Difficulty: 1 Easy
Spinelli - Chapter 02 #41*

42. Discuss any two myths and realities about entrepreneurs.
(p. 37)

Myth 1—Entrepreneurs are born, not made.

Reality—While entrepreneurs are born with certain native intelligence, a flair for creating, and energy, these talents by themselves are like unmolded clay or an unpainted canvas. The making of an entrepreneur occurs by accumulating the relevant skills, know-how, experiences, and contacts over a period of years and includes large doses of self-development. The creative capacity to envision and then pursue an opportunity is a direct descendant of at least 10 or more years of experience that lead to pattern recognition.

Myth 2—Anyone can start a business.

Reality—Entrepreneurs who recognize the difference between an idea and an opportunity, and who think big enough, start businesses that have a better chance of succeeding. Luck, to the extent it is involved, requires good preparation. The easiest part is starting. What is hardest is surviving, sustaining, and building a venture so its founders can realize a harvest. Perhaps only one in 10 to 20 new businesses that survive five years or more results in a capital gain for the founders.

*Blooms: Understand
Level of Difficulty: 2 Medium
Spinelli - Chapter 02 #42*

43. Describe at least three important aspects of courage in entrepreneurship.
(p. 33)

Courage has at least three important aspects in entrepreneurship. The first aspect is moral strength and principles. This refers to the character and the personal integrity to know right from wrong, and the will and commitment to act accordingly. The second aspect of courage is being a fearless experimenter. Fearless experimentation suggests restlessness with convention and a rejection of the status quo. This relentless experimentation is enhanced by a third aspect of courage, which is a lack of fear of failing at the experiment and a lack of fear of conflicts that may arise. In other words, there is a mental toughness that is quite impervious to fears but is not ignorant or oblivious to possible consequences.

*Blooms: Understand
Level of Difficulty: 2 Medium
Spinelli - Chapter 02 #43*

2 Summary

<u>Category</u>	<u># of Questions</u>
Accessibility: Keyboard Navigation	29
Blooms: Remember	38
Blooms: Understand	5
Level of Difficulty: 1 Easy	37
Level of Difficulty: 2 Medium	6
Spinelli - Chapter 02	43